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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 2, 1924.

Vol. 4, No. 1.

FEDERAL WOOL GRADES READY FOR DISTRIBUTION

Sets of the Federal wool grades for diameter of fibre are now being prepared by the Federal Bureau of Agricultural Economics for distribution to the trade and other wool interests. The official sets will be supplied only for use in connection with wool grading, for trade use in commercial and financial channels, and for educational purposes.

For all general purposes the official wool grades as established are sufficient and desirable from the standpoint of the wool grower. It is pointed out, however, that it would not be advisable for wool growers to attempt to grade wool into a larger number of grades, especially from a diameter of fibre standpoint. To serve the purpose of manufacturers who are compelled to make a larger number of finer diameter distinctions and subdivisions of the official grades, it will be necessary to set up special types, the Federal Bureau says.

Requests for sets of the American grades for diameter of fibre should be filed on special application blanks that will be furnished upon written request to the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C.

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IOWA PROVIDES INSTRUCTION FOR LIVESTOCK SHIPPERS

A series of county and district short courses for livestock shippers of Iowa has been announced by the Extension Division of the Iowa State College. Dates are announced for nine one-day county schools and four district schools. The programs include an analysis of shipments made by the associations represented, accounting problems, and round table discussions.

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ADDITIONAL FEDERAL-STATE COOPERATIVE WORK MAY BE UNDERTAKEN IN NEW YORK.

A conference will be held in New York City, January 4, to consider further cooperative relations in market reporting between the New York State Department of Farms and Markets, Albany, and the Federal Bureau of Agricultural Economics.

COMMITTEE ON COTTON CROP REPORTS SUBMITS RECOMMENDATIONS.

The Advisory Committee on Cotton Crop Reports, which met in Washington, December 21 and 22 at the invitation of the Secretary of Agriculture, recommended, among other things, the intention to plant schedule of the Department of Agriculture, with the suggestion that the releases be made public not later than about March 15.

The committee also recommended that the present cotton reports be increased to two per month, that the mid-month reports cover cotton conditions as of about the tenth of each month from July to November, inclusive; that the date of report and time of issuance be arranged to coincide with the dates of the ginners reports; and that the present practice of issuing the report before the close of American exchanges be continued, but that the report be issued later than at present so that adequate time may be given to consideration of the additional crop data by the Crop Reporting Board.

Other recommendations included: An increase in the field force; appointment of three additional statisticians - one for the Southeast, one for the Southcentral and one for the Southwest - to be members of the Crop Reporting Board; further use of rural mail carriers in the work; maintenance of a separate list of cotton reporters; issuance of a definite schedule of the season's crop reports; collection of more foreign cotton production statistics; appointment by the Secretary of Agriculture of an Advisory Board composed of producers, manufacturers and representatives of the cotton trade, said committee or board to advise with the Crop Reporting Board as to scope and method of the work at such times as it may be called upon; and the taking of such steps as may be found necessary looking to the establishment of a more frequent and complete price reporting service on cotton seed.

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EXHIBIT WILL SHOW HOW NEW JERSEY CRANBERRIES ARE GROWN

A model cranberry bog, showing how this crop is grown and harvested in New Jersey will be one of the interesting exhibits at the State Farm Products Exposition which will be a part of "Agricultural Week" at Trenton, N. J., beginning January 15. The exhibit will show how this industry has reached a high level of culture.

The cranberry was one of the first crops to be marketed cooperatively by growers, the State Bureau of Markets says. The methods of distribution have been a big factor in increasing the popular demand for cranberries by making it possible to put a product of guaranteed quality, at moderate prices, in markets throughout the country.

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The creamery contract devised by the Wisconsin Department of Markets, Madison, is printed in the November 24 issue of the "Market News Letter" the semi-monthly publication of the department. A brief sketch of the development of cooperative creameries in Wisconsin is also given in that issue.

FRUIT AND VEGETABLE UNLOAD FIGURES AVAILABLE

Summaries of the unloads of ten products at thirteen markets for the past four years, 1919-1922, have been mimeographed by the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics and copies are now available on request. There is a separate sheet for each of the following cities: Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Minneapolis, New York, Philadelphia, Pittsburgh, St. Louis, St. Paul and Washington. Reports for 1923 will be issued as early as possible in 1924.

Other mimeographed summaries available are those covering the carlot shipments of about 30 leading products.

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ILLINOIS FARMERS WILL DISCUSS MARKETING SUBJECTS

Marketing subjects will command particular attention during Farmers' Week at the University of Illinois, Urbana, January 21-25. Among the phases of the subject to be considered are: Recent Progress and a Forward Look in Marketing Organizations, with special emphasis on livestock marketing, fruit and vegetable marketing and dairy marketing. "What Methods of 'Big Business' may be applied to cooperative marketing" will also be discussed. The factors involved in packing, handling and transporting perishable farm crops such as vegetables, dairy and poultry products, and the loading of cars with livestock and grains will be considered during one session of the meeting.

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STATISTICS OF FARMER-OPERATED CREAMERIES.

"Development and Present Status of the Farmer-Controlled Creamery," is the title of an eight-page mimeographed circular, given over largely to statistics, just issued by the Bureau of Agricultural Economics. The figures are based on reports to the Department of Agriculture from 1,273 farmer-operated creameries. Copies of the circular may be had upon request to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, Washington, D.C.

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MONTHLY STATISTICAL SUMMARY OF AGRICULTURE ISSUED AT CORNELL

"Farm Economics" is the title of a statistical summary issued monthly by Dr. G. F. Warren, Head of the Department of Agricultural Economics, Cornell University, Ithaca, N. Y. Business conditions generally, and prices of farm products in New York State and in the United States as a whole are reviewed each month in this publication. Discussions on various phases of the agricultural situation are also often contained in the bulletin.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

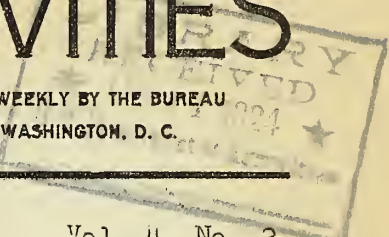
Bills introduced:

- S. 1177, by Senator Sterling to increase the import duty on certain grains.
- S. 1188, by Senator Lodge to prohibit the transportation in interstate commerce of misbranded, misrepresented or falsely described articles.
- S. 1171, by Senator Owen authorizing the licensing and control of corporations engaged in storing of food products for interstate shipment.
- S. 1501, by Senator Harris authorizing the Department of Commerce to collect and publish additional cotton statistics and information. This provides for a world survey of cotton each year.
- S. 1588, by Senator Shields to extend the telegraphic Market News Service of the Department of Agriculture to the following States: Virginia, North Carolina, South Carolina, Georgia, Alabama, Tennessee, Mississippi, Louisiana, and Florida.
- S. 1597, by Senator Norbeck to provide for an emergency commission to promote a permanent system of self-supporting Agriculture in regions adversely affected by the stimulation of wheat production during the war, and aggravated by many years of small yields and high-production costs of wheat. A similar bill, H.R. 4159, was introduced in the House by Mr. Burtness.
- H.J. Res. 94, by Mr. Hoch directing the Interstate Commerce Commission to reorganize the railroad freight rate structure.
- H.R. 4085, by Mr. Vestal to fix standards for hampers, round-stave baskets, etc., for fruits and vegetables*****.
- H.R. 4129, by Mr. McKeown to amend the act establishing Farm Loan Bureau.
- H.R. 4130, by Mr. McKeown to provide a loan to pay delinquent interest due from any borrowing members of any national farm-loan association.
- H.R. 4141, by Mr. Reece to protect the public against unfair prices resulting from presence of substitutes for silk, wool and leather in clothing.
- H.R. 4149, by Mr. Swank to provide that the United States shall build warehouses **** for the storage of farm products not perishable, ****.
- H.R. 4153, by Mr. Taylor of Colorado to authorize and direct the acceptance of the offer of Henry Ford to purchase Muscle Shoals.

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January 9, 1924.

Vol. 4, No. 2.

CHANGES IN FEDERAL HAY GRADES TO BE CONSIDERED

The U. S. Department of Agriculture will hold a public hearing in Washington, D. C., on January 22 to consider proposed changes in the Federal hay grades. All persons interested are invited to be present.

A year's use of the present grades together with the results of recent investigational work by the Department have suggested the advisability of some modification and simplification. One of the principal changes to be considered is a reduction in the total number of classes with a resultant reduction in the number of grades. This would be done by increasing slightly the amount of clover permitted in the timothy class and cutting out one clover mixed and two grass mixed classes. Another class has been suggested for clover and grass mixtures not provided for in the present grades.

Simplification of color determination has been recommended by expressing this factor as one percentage of total green color present instead of by three factors as heretofore. It is suggested that the present No. 4 grade be eliminated as experience has shown that this grade applies only to a very small percentage of the crop which comes to market.

The relation of foreign material to the grades also will be considered. It is proposed that foreign material be made a definite grading factor.

These proposed changes have been incorporated in a mimeographed folder, copies of which may be obtained from the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C. Those who can not attend the hearing are requested to submit constructive criticisms by letter prior to January 18.

The hearing will be held in the Department Hay Standardization Laboratory, 339 Pennsylvania Ave., N. W., beginning at 9:30 a.m. Hay classed and graded in accordance with the proposed grades will be on exhibition for reference and study.

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LETTUCE AND CELERY REPORTS TO BE ISSUED FROM CALIFORNIA AND FLORIDA

Plans are being made by the Federal Bureau of Agricultural Economics to operate a market reporting station at El Centro, Calif., for lettuce from January 10 to about April 1. It is also planned to issue market reports on celery from Sanford, Fla., from about January 14 to April 1.

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MARKET REPORTING WORK OUTLINED IN NEW YORK STATE

Expansion of the market reporting work in New York was planned at the conference held in New York City last week by representatives of the New York State Department of Farms and Markets and the Federal Bureau of Agricultural Economics. It was determined to conduct the Rochester, N. Y., office cooperatively by the two organizations, provided adequate appropriations are available after next July.

The work of the Rochester office was outlined so as to cover more nearly a year's operation. The reports to be issued from this office will include, in addition to regular commodities covered, market information on lettuce, carrots, cucumbers, and possibly quinces and plums. Arrangements will be made to give prompt service on shipping information by keeping the office open for a longer period of the day.

Plans were also made to issue reports for radio distribution from the station of the American Telephone and Telegraph Co., (WEAF) New York City. Details for this report have not been completed.

The State Department of Farms and Markets will continue to send out mimeographed market reports to newspapers of the State.

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JERSEY GROWERS FIND U. S. LETTUCE GRADES SATISFACTORY

The United States grades for lettuce have proved thoroughly practical under Jersey conditions. This statement is made as a result of careful field investigations under the direction of the New Jersey Bureau of Markets, Trenton. "It was very gratifying," said Douglas S. Diltz, New Jersey Standardization Specialist, "to find that the grades met the common usage and were being lived up to in practically all cases."

Inspections were made on eleven farms in Cumberland County, totaling 123 acres of lettuce. Of this amount 31 acres were equipped with overhead irrigation systems.

The U. S. lettuce grades recommended in 1922 have been used extensively as a basis for State-Federal shipping point inspection in California, Colorado, Idaho, Washington, Florida, and to some extent in North and South Carolina and New York.

Copies of the grades may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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OFFICIAL WOOL GRADES USED AS ILLUSTRATION ON CALENDAR

A photograph of the official wool grades of the United States was used to illustrate the 1924 calendar issued by the California Wool Growers' Association, San Francisco, Calif. The photograph is approximately one-half size of the practical forms of the official wool grades. Underneath the reproduction, the various grades are listed. Factors to be observed in preparing fleeces for market are briefly enumerated on the calendar.

MORE FREQUENT FARM CENSUSES WOULD IMPROVE CROP ESTIMATES

Greater efficiency in crop and livestock estimates will be made possible by taking an agricultural census every five years, declares W. A. Schoenfeld, Chairman of the Crop Reporting Board, Federal Bureau of Agricultural Economics. Congress has already passed the basic law for taking such a census in 1925.

"Annual agricultural estimates are necessarily based in part upon census enumerations," Mr. Schoenfeld says. "This base is annually reconstructed for crop reporting purposes, but should be checked up by an actual census every five years.

"Possible discrepancies in the estimating of acreage and numbers of livestock will be minimized by the more frequent taking of agricultural censuses, the effect of which will be to improve considerably the accuracy of acreage and other estimates. The proposed 1925 census will be of particular value as showing the agricultural readjustments in the post-war period."

The proposal to make a complete inventory of agriculture every five years, and particularly in 1925 as of immediate value, has been heartily endorsed by farm leaders throughout the country.

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NORTH DAKOTA GRADUATE STUDENTS SELECT RESEARCH PROJECTS

Students taking the graduate course in advanced marketing which Dr. A. H. Benton is giving this year at the North Dakota Agricultural College, Agricultural College, N. D., have selected the following research projects upon which to work:

Marketing Problems of Local Elevators.

History of Grain Marketing Movements in North Dakota.

Relation between Prices of Wheat and Wheat By-Products.

Markets for Macaroni Wheat.

Trend of Wheat Production in North Dakota by Counties through a series of years.

Production of Wheat in Montana and Northwest.

Relation of Wheat and Dairy Production in North Dakota.

Trend of Wheat and Dairy Production in Northcentral States.

Methods of Marketing Butter by Local Creameries.

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The address on the "Development and Growth of Cooperative Marketing in the United States," which Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics, delivered at the last annual meeting of the National Association of State Marketing Officials, has been mimeographed. Copies of the paper may be obtained upon request to the Division of Information, Bureau of Agricultural Economics, Washington, D. C.

IMPROVED EGG MARKETING PRACTICES URGED IN NEW HAMPSHIRE

Haphazard methods used by poultrymen in packing eggs for market are being attacked by the New Hampshire Bureau of Markets, Concord, in an attempt to help poultrymen establish permanent markets for their eggs. Losses sustained because of poor marketing practices are stupendous, the State marketing officials point out.

The Weekly Market Bulletin for December 26 and January 2, contains timely advice to poultrymen regarding approved egg-marketing practices. Cuts are used to illustrate how eggs should be packed in cases to insure safe shipment to market.

"The adoption of improved practices are essential," the marketing officials assert, "if poultrymen are to keep along with the procession and up to the times in marketing practices. We further believe that if our producers fail to do so it will be increasingly difficult to find satisfactory markets for our products."

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TEXAS TO HAVE RADIO MARKET REPORTS ON CABBAGE AND SPINACH

Special arrangements have been made by the Texas Markets and Warehouse Department, Austin, and the Federal Bureau of Agricultural Economics, for the dissemination of market reports on cabbage and spinach in the Lower Rio Grande Valley and other sections of Texas. The Federal Bureau will furnish the information which will be broadcast from the radio station at the University of Texas, Austin, and received at Houston and San Benito where it will be given further dissemination among growers by means of the press and telephone. F.o.b. information on both cabbage and spinach will be collected by the Texas Radio Market News Service and will be made available to the Federal Bureau for distribution and publication through and in the various branch offices of the bureau.

This service will start about January 15 and continue for six months.

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WILL DISCUSS CREAM MARKETING METHODS IN NORTH DAKOTA

"Marketing Cream by Cooperative Cream Shipping Stations" is the subject which Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, North Dakota Agricultural College, Agricultural College, N. D., will discuss at the annual conference of North Dakota county agents this week.

During the past summer, Dr. Benton, with the assistance of O. R. Fuller of the Agricultural Economics Department, and L. R. Holland of the Dairy Department, made an investigation of the marketing practices used by creameries of the State. The study was made in connection with a bulletin which Dr. Benton is writing on the marketing of dairy products in North Dakota by all types of marketing agencies.

IMPROVED PRACTICES STIMULATE ORDERLY MARKETING

The shipping point inspection service of the Federal Bureau of Agricultural Economics is exerting a large influence in keeping inferior quality products out of the channels of trade, in addition to providing shippers with an official record that is recognized in United States courts as prima facie evidence of the condition of the products. The result is better use of transportation, better distribution, lower cost of marketing, higher net returns to farmers, and a higher grade of food to consumers. The service is also tending to place marketable products on a shipping point basis. The popularity of the service is such that it is expected that more than 200,000 carloads of fruits and vegetables will be inspected during the coming year.

Tentative standard grades were prepared by the Federal Bureau, during the past year, for prunes, apricots, boxed pears, and boxed apples, and studies were made looking toward the preparation of grades for sweet peppers. The total number of fruits and vegetables for which grades have been prepared was thus brought up to seventeen. Approximately 85 per cent of the national potato crop is now sold on the basis of the Federal grades. The bureau's aim is to prepare grades for all farm products so that a common trade language can be evolved that will be understood in all parts of the country. Much confusion that has tended to increase waste and marketing costs has resulted from the use of a multitude of terms to describe the various grades and quality of farm products.

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FLORIDA VEGETABLES TO BE INSPECTED AT SHIPPING POINT

Already 500 carloads of vegetables have been signed up by growers on the eastern coast of Florida for cooperative shipping point inspection. It is predicted that from 1,000 to 1,500 additional cars may be inspected in that section before the season is over. The inspection work is being conducted cooperatively by the Florida State Marketing Bureau, Jacksonville, and the Federal Bureau of Agricultural Economics. Robert Bier of the Federal Bureau is supervising the work.

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SIX NORTH DAKOTA COUNTY AGENTS STUDY EXTENSION METHODS IN OTHER STATES

Prize trips to study extension work were awarded six county agents in North Dakota by the Extension Service of the North Dakota Agricultural College, Agricultural College, N. D., for having completed the best work during the year. The Grand Forks County Agent has just returned from Montana, Washington, California and Oregon where he visited some of the cooperative marketing associations. He studied particularly the county agent's relations to cooperative marketing work.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

- S. 1630, by Senator Borah to amend the Federal Farm Loan Act and the agricultural act of 1923.
- S. 1642, by Senator Norris, to provide for the purchase and sale of farm products.
- S. 1669) by Senator Fletcher, to amend Section 3 and Section
S. 1670) 32, respectively, of the Federal Farm Loan Act.
- S. 1668 by Senator Fletcher, to repeal certain provisions of an act approved Mar. 4, 1923 entitled, "An Act to provide additional credit facilities for the agricultural and livestock industries of the United States; to amend the Federal Farm Loan Act, and the Federal Reserve Act.
- H. R. 4465, by Mr. Vestal, to regulate and control the manufacture, sale, and use of weights and measures, and weighing and measuring devices for use or used in trade, or commerce.
- H. R. 4493, by Mr. Sinclair, defining the crop failure in the production of wheat, rye, barley, oats, and flax by those to whom the Government of the United States loaned money, under the act of March 3, 1921, for the purchase of wheat, rye, barley, oats, or flax for seed, and from the President's emergency fund in the years 1918 and 1919.
- H. R. 4533, by Mr. Brand of Ohio, to establish standard weights for loaves of bread.

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MAINTENANCE OF TRADE MARK STANDARDS URGED BY CONNECTICUT OFFICIALS

The value of trade marks in the selling of farm produce, and the necessity of maintaining grade standards is being brought to the attention of Connecticut farmers by the State Marketing Bureau, Hartford. "When the standard of the goods sold under a trade mark is maintained, it is a valuable asset," a recent article by the Marketing Bureau states. "But the amount of damage incurred to users of such a trade mark when quality standards are relinquished is often not realized until the mischief has been done."

Illustrations of how damaging this laxness in grading and packing is to users of a name or trade mark have recently come to the attention of the State marketing officials. Managers of cooperative associations are being urged to endeavor more earnestly to hold their goods up to the standards indicated by the trade marks of their respective organizations.

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January 16, 1924.

Vol. 4, No. 3

BETTER MARKETING METHODS NEEDED IN EXPORTING APPLES

Better regulations of export apple shipments from the United States is the outstanding requirement in the development of foreign outlets for American apples, declares E. A. Foley, foreign agricultural commissioner for the United States Department of Agriculture, who is now in Washington conferring with officials of the Bureau of Agricultural Economics regarding the export situation.

"The rapid fluctuations of American apple prices on British markets is due to the haphazard method of sending supplies abroad," Mr. Foley said. "There are weeks when American apples are comparatively scarce abroad, and the following weeks the markets will be glutted with them. A serious break in prices to the financial distress of American shippers is the result."

Better cooperation between shippers to foreign markets in an effort to regulate the flow of supplies and to stabilize prices is urged by Mr. Foley. A careful study of current market conditions is needed to avoid glutted and undersupplied markets. Curiously enough, Mr. Foley also points out, the demand is for a small, hard apple. British apples are mainly of that type, and English consumers prefer the kind of apple that resembles closest the home products.

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"CROPS AND MARKETS" IS NEW NAME FOR WEEKLY PAPER

"Crops and Markets" is the new name of the weekly publication formerly entitled "Weather, Crops and Markets," issued by the Federal Bureau of Agricultural Economics. The weekly weather review was discontinued with the issue of January 5. This information will be distributed in another form and those interested in receiving it should make application to the Weather Bureau, Washington, D. C.

Current market news items, reviews, and tables will be published weekly as heretofore. Monthly statistics, crop reports, special articles and charts will be published in a supplement to be issued about the third week of each month. It is believed that this monthly statistical supplement will prove more satisfactory to a large number of readers because the statistics, which are often referred to, will be grouped together in twelve issues instead of being scattered throughout 52 numbers as was done previously.

NEW JERSEY PREPARES MARKETING RESOLUTIONS FOR THE NEW YEAR

The following marketing resolutions for the New Year were prepared by the New Jersey Bureau of Markets, Trenton, and distributed through the press:

"THE FARMER - Having learned from experience that there is no profit in attempting to market low grade products, I will hereafter send to market only the best of the crop, packed according to standard grades and in standard containers, whenever practicable.

"THE WHOLESALE - Having learned from experience that cordial relations with the farmers are among my best assets, I will seek to further promote this cooperation by a system of complete records of all commission transactions, which shall be open to all farmer customers or their representatives upon request.

"THE FOOD MERCHANT - Having learned from experience that a larger portion of the growers and an increasing percentage of consumers realize that efficient distribution service is a very necessary connecting link between the farm and the kitchen, I will seek to improve that service by modern and efficient methods, at the same time seeking further cooperative help of the farmer through his shipment to me of graded products and the cooperative aid of the consumer in more thoughtful and seasonable buying and the elimination of unnecessary and often extravagant features of service.

"THE CONSUMER - Having learned from experience that it is easy to loose money as well as to miss many of the good things to eat through ignorance of the markets that feed us, I will in the future study the food market reports, buy in season, pay cash and in other ways help my dealer save me money."

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WIDE DISSEMINATION GIVEN TEXAS SPINACH REPORTS

Seven daily newspapers in Texas are using as telegraph copy the market reports on spinach compiled by the Markets and Warehouse Department, Austin, and broadcast by radio from the station at the University of Texas. These newspapers adequately cover the producing and trade sections. J. Austen Hunter, State Market News Specialist with the Texas Department, reports that the radio telegraph service to Houston papers is as constant and accurate as a leased wire. Plans are being made to cover the Lower Valley cabbage deal in a similar manner.

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ONE-DAY SCHOOLS TO BE HELD FOR ILLINOIS LIVESTOCK SHIPPERS

One-day schools for directors and managers of livestock shipping associations are to be held in Illinois during the last three weeks of February under the direction of the Extension Service of the University of Illinois, Urbana. Various problems which enter into livestock marketing will be discussed at these meetings.

AMERICAN WHEAT FINDING MARKETS IN ORIENTAL COUNTRIES

Development of Oriental markets for American wheat is being undertaken by the Federal Bureau of Agricultural Economics. An increasing quantity of American wheat has been shipped to the Orient during the past few years, and B. W. Whitlock, special representative of the Bureau is now conducting educational campaigns in Japan and China on American grain standards with a view to further expansion of the market.

Japan and China have recently become important markets for American wheat, mainly of the Pacific Coast white and red soft varieties. Commercial interests last August estimated that the Orient would buy fully 40 per cent of all wheat exported from the West Coast during the season.

Prospects for increased wheat trade with the Orient are such that several of the leading wheat exporters making sales in Japan and China have urged the Department of Agriculture to send a representative to the Orient to demonstrate the handling and grading of American wheat. Several modern flour mills have been built by the Chinese at Shanghai, and it is expected that additional facilities for handling American wheat and making it into bread will be provided.

A study of methods of handling American export wheat in European countries generally is also being made by the department, studies at European ports and interior points now being made by Philip Rothrock, special representative for the department.

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NORTH DAKOTA SEED POTATOES FIND MARKETS IN SOUTHERN STATES

Samples of seed potatoes are again being sent by the North Dakota Agricultural College, Agricultural College, N. D., to the experiment stations in some of the Southern States for trial. Last year samples of North Dakota-grown seed potatoes of the Bliss Triumph variety were sent to Alabama, Louisiana, Arkansas, Texas and Oklahoma, while samples of Red River Chios and Cobblers were sent to Missouri, Indiana and Iowa. The result of this experiment was an increased demand for Northern-grown seed potatoes.

Eighteen samples of North Dakota potatoes were sent recently to the Horticultural and Vegetable Show at Kansas City.

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RADIO MARKET REPORTS TO BE BROADCAST FROM OAKLAND, CALIFORNIA

Arrangements have been made by the San Francisco office of the Federal Bureau of Agricultural Economics to have market reports broadcast daily from the powerful station of the General Electric Company at Oakland, Calif. Only the San Francisco office will be reported at first. Later it is planned to include information on all markets as received over the leased wire. These reports will be broadcast either during the noon hour or between seven and eight o'clock at night when it is thought farmers would have more time to "listen in."

RADIO WIDELY USED BY AMERICAN FARMERS

The importance of radio in the production and marketing of agricultural products is brought out in a special survey of about 1200 representative farmers, just completed by the Federal Bureau of Agricultural Economics. More than 50 per cent of the 1200 farmers replying reported that they owned tube sets employing three or more tubes, while approximately 50 per cent of the farmers reporting have home-made sets ranging from simple crystal detectors to tube sets.

Eighty per cent of these farmers said they were interested in receiving both weather and market reports. The survey was made in practically every State in the Union, the most numerous replies coming from Illinois, Iowa, Texas, Kansas, Ohio, New York, Missouri, and Indiana.

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RADIO MARKET REPORTS OF VALUE TO NEW YORK COUNTRY SHIPPER

A New York country shipper visiting the Jersey City Stock Yards the other day, remarked to the government live-stock market news reporter that the radio reports from the local market enabled him to make enough money on one bull alone to pay for his receiving set. He expressed himself as being highly appreciative of both the radio and newspaper market reports issued by the Federal Bureau of Agricultural Economics.

Livestock radio market news services are maintained by the Federal Bureau at various livestock markets, making available up-to-the-minute information to shippers all over the country.

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FRUIT AND VEGETABLE PRODUCTION AREAS IN UNITED STATES BEING STUDIED

A study of the geographical distribution of commercial fruit and vegetable production areas in the United States and the influence of important factors upon their development is being made by the Massachusetts Division of Markets, Boston, and the Federal Bureau of Agricultural Economics. Kenneth H. Berst, Assistant Marketing Specialist, is assembling and analyzing data showing the geographical location of commercial fruit and vegetable growing sections in the United States and preparing maps indicating these areas.

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DAIRY INDUSTRY IN EUROPE TO BE STUDIED BY FEDERAL BUREAU

A study of the marketing of dairy products and the reconstruction of the dairy industry in Europe will be made this spring by the Federal Bureau of Agricultural Economics. Eldon C. Shoup of the Foreign Marketing Section will sail for England and Germany the early part of February to conduct the investigation.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

- S. 1899, by Senator LaFollette, to amend an act entitled, "An Act to regulate commerce, approved Feb. 4, 1887, as amended.
- H. J. Res. 137, by Mr. McFadden, extending the time for the final report of the joint committee created by the agricultural credits act of 1923.
- H.R. 4797, by Mr. Shallenberger, to repeal the Transportation Act of 1920.
- H.R. 5092, by Mr. Tillman, to provide for the purchase and sale of farm products.
- H.R. 5207, by Mr. Wood, to bring about the more effective coordination of Government purchases, to establish the Bureau of Supply.
- H.R. 3823) by Mr. Clague, amending sections 301, 303, 304, 306, 408
H.R. 4824) and 406 (a) of an act to regulate interstate and foreign
H.R. 5093) commerce in livestock, livestock products, dairy products
poultry, poultry products, and eggs.

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MARKETING CONFERENCE TO BE HELD IN GEORGIA NEXT WEEK

A market conference will be held in connection with Farmers' Week at the Georgia State College of Agriculture, Athens, January 21-26. The importance of formulating a sound agricultural policy for the State will be emphasized at this time. Enlargement of cooperative marketing enterprises will be urged, among other things.

Professor O. B. Jesness, Head of the Division of Markets, University of Kentucky, will discuss cooperative marketing in its broader phases. Round table discussions will follow.

"A Stabilized Livestock Market for the South" is the subject of an address to be delivered by the General Manager of the Atlanta Union Stock Yards.

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CITY MARKETING PROBLEMS EXPLAINED TO CONNECTICUT GROWERS

How Newark obtained its five million dollar public market was explained by Alexis L. Clark, Chief of the New Jersey Bureau of Markets, Trenton, before the annual meeting of Connecticut vegetable growers, held recently in Hartford. His topic touched closely on the marketing problems confronting every grower adjacent to any principal city.

NATIONAL EGG GRADES TO BE CONSIDERED AT CHICAGO CONFERENCE

A conference is to be held in Chicago, January 21, at which representatives of the National Poultry, Butter and Egg Association, members of the trade, and specialists of the Federal Bureau of Agricultural Economics will discuss the subject of national standards and grades for eggs. The tentative standards and grades, prepared by the Federal Bureau, will be given careful consideration.

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EGG MARKETING PROBLEMS COMMAND ATTENTION IN VIRGINIA

The Federal Bureau of Agricultural Economics, through its Dairy and Poultry Division, is assisting the Virginia Division of Markets, Richmond and the Virginia Poultry Producers' Cooperative Marketing Association, Inc., in opening up receiving and grading stations at various points in the State. Demonstrations are being given in approved methods of candling, grading, packing and marketing eggs.

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OKLAHOMA DAIRYMEN INTERESTED IN MARKETING MILK COOPERATIVELY

At the request of the Extension Service of the Oklahoma Agricultural and Mechanical College, Stillwater, D. L. James of the Poultry and Dairy Division of the Federal Bureau of Agricultural Economics has gone to Tulsa Okla., to assist in formulating plans for a milk marketing association. It is planned that such an association will handle the marketing of producers' milk in Tulsa.

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THREE-DAY ACCOUNTING SCHOOLS TO BE HELD IN NEW JERSEY

The Department of Agricultural Economics of the New Jersey State College of Agriculture, New Brunswick, is planning to hold three-day accounting schools wherever possible to assist farmers in keeping accounts. A new bulletin entitled, "A Farm Account Manual for New Jersey Farmers" has just been issued by the New Jersey Agricultural Experiment Station.

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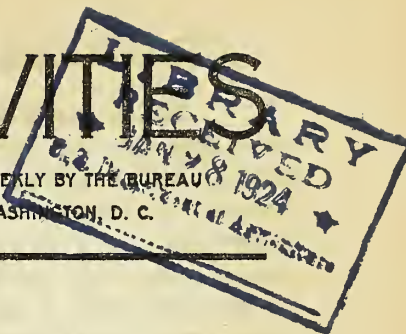
AGRICULTURAL SITUATION IN GERMANY STUDIED BY FEDERAL GOVERNMENT

Colonel Ralph H. Hess, formerly of the American Unofficial Reparations Commission, who has been making a study of Germany's ability to purchase American agricultural products and allied studies for the Federal Bureau of Agricultural Economics, has come to Washington to prepare his report for publication.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



January 23, 1924.

Vol. 4, No. 4.

WHEAT CLEANING CAMPAIGN LAUNCHED IN NORTHWEST

To induce farmers to clean their wheat on the farm, particularly at time of threshing, a campaign is being launched in the spring wheat belt of the Northwest by the United States Department of Agriculture in cooperation with local agricultural bodies including colleges, State marketing officials, farmers and commercial interests composed of dealers and millers. Grain cleaning demonstrations, county mass meetings, bulletins, moving pictures, lantern slides, and radio talks will be used to bring home to farmers the message of clean wheat.

It is believed that the campaign will result not only in securing higher prices to farmers for their cleaned wheat, but also in higher yields per acre through eliminating weeds in the grain fields and weed seeds in seed grain.

Investigations made by the Federal Bureau of Agricultural Economics show that in some grain-growing counties in the Northwest the average foreign material in grain has amounted to 18 per cent of the crop. Reports from 1,400 elevators in Minnesota, the Dakotas and Montana show that the farmers in these States in 1923 delivered to the elevators nearly 12,000,000 bushels of dockage in their wheat, or the equivalent of 13,980 carloads.

At a threshing rate of 7 cents per bushel it is estimated that the farmers of the four States paid over \$675,000 for the threshing of their dockage in 1922, and that they paid around \$800,000 for hauling the dockage to market. An investigation made in 1921 showed that in Minnesota and the Dakotas 96 per cent of the farmers visited were drilling with their wheat from 1,000 to 500,000 foreign seeds per acre. In 1923 it was found that farmers in these States who cleaned their wheat before marketing gained on an average more than 5 cents per bushel.

Field demonstrations in grain cleaning conducted by the Federal Bureau have proved the efficiency of grain-cleaning methods. It is anticipated that more and more farmers will employ cleaning machines on the farm to improve the quality of their seed and marketable grain.

Moving pictures and lantern slides that vividly convey the importance of cleaning wheat on the farm have been prepared by the Department of Agriculture for use in the campaign. Illustrated lectures will be given wherever assembly halls are available throughout the region.

It is estimated that if average yields can be increased by as little as two bushels per acre, and a saving of five cents can be effected by retaining the dockage on the farm for feed, by saving the freight costs of hauling the dockage to terminal markets, and by the higher price that clean wheat will bring on the market, the campaign will have accomplished conspicuous results.

VIRGINIA MARKET REPORTS USED EXTENSIVELY BY NEWSPAPERS OF STATE

Daily newspapers of Virginia are using the market reports put out each day by the State Division of Markets, Richmond. The reports include market information on livestock, fruits and vegetables and dairy and poultry products for all the larger markets of the country, including Richmond. A representative of one of the largest daily papers in the State recently told officials of the Division of Markets that farmers had always written a number of letters to the newspaper asking for more market news from their own market. Since the printing of the official reports from the Division of Markets, farmers have ceased to make further requests in this regard.

The market reports are also sent to weekly publications of the State. Twice each week copies are mailed to county agents and managers of farm organizations. Only a limited number of copies of the report are sent to individuals.

The market reporting work in Virginia is carried on in cooperation with the Federal Bureau of Agricultural Economics. A branch of the government leased wire is installed in the Richmond office of the State Division of Markets.

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FEDERAL GRAIN MARKET REVIEW BEING BROADCAST FROM TWELVE STATIONS

The weekly grain market reviews prepared by the Federal Bureau of Agricultural Economics are now being broadcast regularly from 12 radio broadcasting stations. These reviews, prepared each Saturday, are transmitted over the leased wire to designated branch offices of the bureau. The reports are then mailed from the branch office to the nearby station with which arrangements have been made. It is planned to extend the broadcasting of these reports so as to cover the entire country east of the Rockies.

Broadcasting stations now handling the weekly grain market reviews are located at Arlington, Va.; Cincinnati, Ohio; Chicago, Ill.; Waupaca, Wis.; St. Louis and Kansas City, Mo.; Wichita, Kansas; Omaha, Nebr.; Yankton, S. Dak.; Davenport, Iowa; and Charleston, N. C.

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RHODE ISLAND AND MAINE ESTABLISH FEED MARKET REPORTING SERVICES

With the completion of plans with Rhode Island and Maine, all of the New England States will be issuing the feed, grain and hay market reports compiled by the Federal Bureau of Agricultural Economics. The Extension Service of the Rhode Island State College of Agriculture, Kingston, will start publishing the reports next week, as will also the Maine Division of Markets, Augusta.

The cooperative feed market reporting service has been developed during the past year to cover practically all of the Northeastern and New England States. Plans are under way to inaugurate a similar service in Northwestern States through the Minneapolis office of the Federal Bureau.

PLANS MADE TO IMPROVE FURTHER THE LIVESTOCK MARKETING SERVICE

Plans are under way by the Federal Bureau of Agricultural Economics to enlarge its program of assisting livestock producers and shippers in marketing their products. The program includes further development of grade standardization of livestock, meats and wool; improvement of the market news service reaching into every section of the country, and the study of special problems in marketing that develop during the year.

Market news reporting offices have been established by the bureau at 14 central livestock markets, and at 4 meat markets in the largest consuming centers of the country. By the use of leased telegraph wires connecting the branch offices, current market news is available to the entire livestock industry as soon as released.

The development of standard market classes and grades for livestock, dressed meats and wool is regarded generally as one of the most important steps made by the bureau.

Constructive work is also being done by the bureau in influencing greater uniformity in marketing methods by discouraging the practice of selling livestock in mixed lots, and by developing methods of timing shipments in an effort to prevent glutted or under-supplied markets.

Studies of the market for purebred animals are to be continued and expanded with the object of discouraging unwarranted speculation and other practices that react to the disadvantage of both breeders and buyers. Semi-annual surveys of prices paid for breeding stock are being made.

In the field of marketing research plans are being made to develop further the studies of practices and results obtained by cooperative associations in both the breeding and marketing of livestock.

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MARKET REPORTS ON FLORIDA CITRUS FRUITS BEING ISSUED

Market reports on citrus fruits are now being issued at Orlando, Fla., by the Federal Bureau of Agricultural Economics with the cooperation of the Florida State Marketing Bureau. No price information is included in the reports, but the daily bulletins show carlot shipments of the respective fruits; passings and diversions at principal points; arrivals, cars on track, and number of cars offered at the auctions in leading markets. The reports will probably be issued until the first of April.

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MARKETING TO BE GIVEN MORE ATTENTION IN VIRGINIA PUBLIC SCHOOLS

The necessity of teaching more market information in the public schools of Virginia has been taken up by the State Division of Markets, Richmond, with the State Department of Education, and arrangements are being made to supply teachers with more information on marketing subjects. The State Library is arranging to put bulletins and books on marketing in the traveling libraries that are sent out over the State.

FRUIT AND VEGETABLE STANDARDIZATION PROGRAM UNDER WAY IN ALABAMA

As a part of the fruit and vegetable standardization program planned for Alabama, the State Board of Agriculture, Montgomery, recently adopted the United States grades for cabbage, sweet potatoes, white potatoes and peaches. U. S. grades were tentatively adopted for strawberries.

Cocperative arrangements are under way with the Federal Bureau of Agricultural Economics for shipping point inspection in Alabama. Growers and shippers are showing much interest in the proposed inspection service, according to N. H. Brown, Chief of the Markets Division. Strawberry growers, particularly, have requested that the service be made available to them.

At a recent meeting of the Board of Agriculture the inspection fees were fixed at \$5.00 for cars of one commodity; \$7.50 for mixed cars of three commodities; and \$10.00 for mixed cars of more than three commodities.

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FLORIDA CELERY ADVERTISED IN NEW WAY

A large grower of celery in Florida is using a novel way of advertising his product. In each car of U. S. No. 1 celery he places a 10" x 12" card on which is printed in heavy type the grade and the name and address of the grower. He also places on the card the number of the car and the manifest showing the sizes. This grower got the idea from a similar card relative to potatoes found in an empty car coming from the North. Other shippers in the same vicinity are beginning to realize the value of such a notice and plan to follow the example of their enterprising neighbor.

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FRUIT AND VEGETABLE STANDARDIZATION WORK APPROVED

The standardization work of the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics was approved by the American Fruit and Vegetable Shippers' Association at its recent annual meeting in Chicago. The separation of size and quality for most of the commodities was also approved by the association. The package standardization bill which will come before the present Congress was favorably reported on by the Legislative Committee.

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PHOTOGRAPHS WILL EXPLAIN PROPOSED GRADES FOR CANNERY TOMATOES

An exhibit of colored photographs of the grades for cannery tomatoes proposed by the Federal Bureau of Agricultural Economics will be displayed at the annual convention of the National Canners' Association at Buffalo, N. Y., this week. C. W. Hauck of the Federal Bureau will discuss the standardization of cannery tomatoes.

ARKANSAS GROWERS URGED TO PLACE HIGH QUALITY CANTALOUPE ON MARKET

Advantages of placing standardized products on the market are being called to the attention of Arkansas growers. The Extension Service of the University of Arkansas, Little Rock, is urging cantaloupe growers especially, to purchase seed of standard variety in order to be assured of a product of good marketable quality. It is pointed out that Arkansas growers are purchasing seed from many different sources resulting in a multitude of varieties and strains of cantaloupes. This practice makes proper standardization and grading impossible, they are told. If all growers would purchase seed from the same source and only the best seed available, it is predicted by the Extension specialists that Arkansas would soon lead in the cantaloupe industry.

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MARKETING SUBJECTS DISCUSSED BEFORE CONNECTICUT FARMERS

Several marketing subjects are being considered by the representatives of Connecticut associations attending the Union Agricultural Meeting at Hartford, Conn., this week.

W. A. Munson, Director, Massachusetts Division of Markets, was invited to speak on "Marketing Activities in Massachusetts." "Progress in the Standardization of Containers" is the subject to be discussed by H. A. Spilman, Investigator in Package Standardization, Federal Bureau of Agricultural Economics. Leonard H. Healey, Secretary, Connecticut State Board of Agriculture, will explain the new legal grades for eggs adopted for that State.

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MARKETING WORK DISCONTINUED BY OHIO DEPARTMENT OF AGRICULTURE

No Division of Markets is operating in the State Department of Agriculture, Columbus, Ohio, according to recent advice from that office. It will be recalled that the position of chief of the Division of Markets was abolished last July. At the same time the Market News and Exchange Bulletin was discontinued.

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STUDIES BEING MADE ON STANDARDIZATION OF EGG PLANT, BEANS AND SQUASH

Studies which will lead to the recommendation of standard grades for eggplant, beans and flat squash are being made by the Federal Bureau of Agricultural Economics in Florida. E. E. Conklin, Jr., has been visiting vegetable packing houses at some of the principal shipping points in the State.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

- S 1919, by Senator Fletcher, to repeal section 422 of the Transportation act, approved Feb. 28, 1920.
- S 2045, by Senator Overman, to amend section 16 of the Interstate Commerce Act as amended by the Transportation Act 1920.
- A similar bill H R 5720 was introduced in the House by Mr. Ayers.
- S 2054)
- S 2055) by Senator Cummins, to amend the Interstate Commerce Act.
- S 2056, by Senator Cummins, to further protect interstate and foreign commerce against bribery and other corrupt trade practices.
- S 2070, by Senator King, to rectify, coordinate, and decimalize the weights and measures of the United States.
- S 1926, by Senator Lenroot, to regulate interstate and foreign commerce in live stock, livestock products, dairy products, poultry, poultry products, and eggs.
- S 1945, by Senator Norris, to regulate interstate commerce; to incorporate the Federal Transportation Company.
- S 1989, by Senator Dill, to amend an act entitled, "An Act to regulate commerce," approved Feb. 4, 1887, as amended.
- S 2012, by Senator McNary, which would create a \$200,000,000 Federal agricultural export commission, with the Secretary of Agriculture at its head, and authorized to buy farm products and sell them abroad. A similar bill, H.R. 5563, was introduced in the House by Mr. Haugen.
- S. Res. 125, by Senator Trammell, directing the interstate commerce committee to investigate the present high freight and express rates for transportation of citrus and other fruits, vegetables and perishable farm products, and report remedial legislation.
- H. R. 5559, by Mr. Langley, to authorize an appropriation to enable the Secretary of Agriculture to purchase and distribute valuable seeds.
- H R 5568, by Mr. Ketchum, to promote American agriculture by gathering and disseminating information regarding competition with and demand for American farm products abroad.

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COSTS AND METHODS OF FATTENING CATTLE IN IOWA GIVEN IN REPORT

"Costs and Methods of Fattening Cattle in Iowa," (Winter 1922-1923) is the title of a preliminary report compiled cooperatively by the Iowa State College of Agriculture, Ames, and the Bureau of Agricultural Economics and the Bureau of Animal Industry, United States Department of Agriculture. This report is a part of a five-year's study of costs and methods of fattening cattle in the Corn Belt.

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STATE AND FEDERAL MARKETING ACTIVITIES

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January 30, 1924.

FAVORABLE ACTION TAKEN BY TRADE ON NATIONAL EGG GRADES

Cooperation with the Federal Bureau of Agricultural Economics in establishing United States grades for eggs was pledged by the National Poultry, Butter and Egg Association at the conference held in Chicago, January 21 and 22. Approximately 200 persons attended the conference, including members of the association from the principal egg-producing states, representatives from farm organizations, State marketing bureaus, agricultural colleges, produce exchanges, and the Government. Endorsement was given to the tentative U. S. classes, standards and grades for eggs as proposed by the Federal Bureau.

A resolution was adopted at the meeting authorizing the president of the association to appoint a committee to cooperate with the Federal Bureau in working out details for the establishment of an inspection service for eggs at receiving markets, similar to the service now conducted on butter.

Preparation of a handbook for guidance in making inspections will be undertaken by the Federal Bureau in the near future. Trading rules for use by exchanges also will be drafted, after which the Bureau plans to hold conferences with representatives of the egg trade in producing sections and distributing markets and with representatives of producers' marketing associations and State officials.

Another resolution adopted by the association authorizes the appointment of a committee to confer with officials of the Federal Bureau in regard to issuing reports on poultry and egg production and movement of poultry products in commercial channels of trade.

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ECONOMICS SURVEY OF AGRICULTURE BEING MADE IN NORTH CAROLINA

A survey to determine to what extent farmers of Cumberland County, N. C., are meeting the consumptive demands of that locality, is being made by the Agricultural Experiment Station of the North Carolina State College of Agriculture, Raleigh, in cooperation with the Federal Bureau of Agricultural Economics. From this economic survey of the agricultural industry in Cumberland County, data will be compiled which will be used in recommending to the community how to correlate local production and consumption. H. T. Crosby, and H. I. Richards of the Federal Bureau are now compiling data collected during their recent investigational trip to that section.

This survey is similar in character to the one recently made in Altoona County, Pa.

PROPOSED CHANGES IN FEDERAL HAY GRADES APPROVED AT GENERAL HEARING

Proposed changes in the Federal hay grades, with a few slight alterations, met the general approval of those in attendance at the hearing held in the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics in Washington, January 22.

The attendance was exceptionally good and the discussions evidenced much interest and study by those present. The National Hay Association was represented by its president, secretary and four members of the grades committee. Representatives were also present from the New York, Michigan and Northwestern Ohio Associations and from the Exchanges at New York, Philadelphia, Baltimore, Pittsburg, Cincinnati, and St. Louis. Federal inspectors were present from Chicago, New York, Philadelphia, Richmond and New York State, also the Chamber of Commerce inspector from Baltimore. Several of the Agricultural Colleges and State Departments of Agriculture were represented.

Thorough discussions were entered into on each of the suggested changes in the grades and a resolution adopted by a unanimous vote approving the work done thus far by the Federal Bureau and stating, "That it is the sense of this Assembly that the grades as amended are adapted to the marketing of hay and that we hereby endorse them and commend them to the trade."

The revised Federal Hay Grades will become effective on February 1, 1924. A tabulated form of the grades will be printed at once and copies may be obtained upon application to the Hay, Feed and Seed Division, Federal Bureau of Agricultural Economics, Washington, D. C.

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DATES ANNOUNCED FOR FEDERAL HAY INSPECTORS' SCHOOLS

A Federal Hay Inspectors' school will be held at the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics in Washington, D. C., beginning February 11 and lasting about three weeks. Fourteen applications for places in the school have already been received from inspectors and representatives of agricultural colleges and State departments of agriculture. As the number of men who can be trained at one time is limited, others who wish to enter this school should make application immediately.

A special school will be conducted during March for officers in attendance at the Army Veterinary School and one or two other regular schools will be held later in the spring.

Persons desiring further information about these schools should write to the Hay Inspection Service, Bureau of Agricultural Economics, Washington, D. C.

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CROP AND LIVESTOCK REPORTING TO BE DONE COOPERATIVELY IN PENNSYLVANIA

After March 1, crop and livestock reporting work will be carried on cooperatively in Pennsylvania by the State Department of Agriculture, Harrisburg, and the Federal Bureau of Agricultural Economics.

PROPOSED GRADES FOR CANNERY TOMATOES MEET APPROVAL OF TRADE

The principle of buying cannery tomatoes on grade is meeting with considerable interest among canners of tomatoes and tomato products, according to C. W. Hauck of the Federal Bureau of Agricultural Economics, who recently addressed the National Canners' Association on the subject, "Standardization of Cannery Tomatoes." Several manufacturers have indicated their intention to try out the proposed Federal standards as a basis for their buying next season. One manufacturer in southern New Jersey has incorporated the U. S. No. 1 grade in his agreements with growers. In western New York the grades will be used by one large operator on a portion of the acreage which he has under contract for 1924. Indiana canners have assured the Federal Bureau that they are heartily in accord with the efforts being made to formulate a fair and workable system of grading, and have offered their cooperation in getting such a system established uniformly in that State.

The tentative grades have been approved and adopted unanimously by the Tri-State Packers' Association, an organization representing the cannery interests of Delaware, Maryland and New Jersey. These proposed grades probably will be established as legal grades in New Jersey by the State Bureau of Markets, Trenton.

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SHIPPERS OF MIDDLE ATLANTIC STATES ORGANIZE AN ADVISORY BOARD

H. B. Bamford, Transportation Specialist, New Jersey State Bureau of Markets, Trenton, will represent New Jersey on the fruit and vegetable committee of the recently organized Shippers' Advisory Board of the Middle Atlantic States. The board has been organized by representatives of the leading shippers, distributors and railroad representatives operating in the states of New York, New Jersey, Pennsylvania, Delaware and the eastern shore of Maryland and Virginia, principally to handle interstate transportation problems. The chairman of each commodity committee will keep in close touch with the transportation needs of the industry he represents and in conference with the railroads to see that these needs are met.

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AGRICULTURAL ECONOMICS CONSIDERED DURING ILLINOIS FARMERS' WEEK

The economic side of farming - that phase which has to do with marketing, up-to-date management of the business of farming and the handling of the farm as a productive and economic unit - was given first attention on the program for Farmers' Week at the University of Illinois, Urbana, last week. The entire program during one morning's session was given over to discussions dealing with recent progress and a forward look in marketing organizations, while the afternoon was devoted to a discussion of those factors involved in packing, handling and transporting perishable crops and the loading of cars with livestock and grain.

NEW JERSEY CLUB WOMEN SUPPORT BETTER MARKETS MOVEMENT

Club women of New Jersey will continue their campaign during the coming year for improvement of marketing conditions in their respective cities, according to the State Bureau of Markets, Trenton. Plans that will put the united demands of thousands of women throughout the State solidly behind the movement for more efficient distribution were considered at a recent conference of leading club women and representatives of State marketing organizations.

The clubs will seek an enlargement of the city market price reporting project. Women in ten cities kept the State Bureau of Markets in touch with actual market prices for farm products in their communities during the past year. Women in other cities will put the reporting work on a broader basis during the coming summer.

The establishing of more farm markets in cities where such institutions would be an advantage is also urged by the women's organizations. Several clubs have committees cooperating in an advisory capacity with municipal agencies for farm market management. The women also wish to see the markets placed on a solid business basis and advocate the employment in the larger markets of a city marketing director. The income from market fees, they claim, can make such established markets self-supporting, placing no cost for the salary of such an official upon the tax-payer and yet extending the opportunities for improvements in present marketing methods.

The clubs will also be asked to urge the adoption in their communities of the New Jersey standard milk ordinance and grades, as recommended by the State Board of Health. Efforts of women's organizations in several cities have been instrumental during the past year in procuring the adoption of these standards.

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NORTH CAROLINA GROWERS TAUGHT STANDARDIZATION PRINCIPLES AT SHORT COURSE

The subject of grading and packing was emphasized as one of the great needs among producers of both fruits and vegetables, at the special courses for fruit and vegetable growers at the North Carolina State College of Agriculture, Raleigh, January 9-16. Gorrell Shumaker, Specialist in Marketing Perishables, North Carolina Division of Markets, Raleigh, was in charge of the standardization part of the program.

About half of the first afternoon was given to the discussion of the necessity for standardized grades and packs and the principles underlying their use. Following the discussion, members of the class were instructed in the grading of onions and potatoes. The next day Mr. Shumaker explained the approved methods of grading and packing cabbage and lettuce, giving the class an opportunity to actually pack these commodities. Part of the day was also devoted to the assembling of an apple-sizing machine. On the third and fourth days members of the class learned how to grade and pack apples in both barrels and boxes. The different types of sizing machines were discussed during the afternoon of the fifth day. A packing contest was held the last day, in which all members of the class took part.

PRINCIPLES OF COOPERATION EXPLAINED TO PENNSYLVANIA FARMERS

Four addresses on marketing subjects, particularly in respect to co-operative buying, were the main features at the two-day meeting of the Pennsylvania Farmers' Cooperative Federation at Harrisburg, last week.

The early development of cooperation in Europe and the United States was described by H. G. Nissley, in charge of agricultural economic extension work at the Pennsylvania State College, in his paper on "History of Cooperative Buying." The failure of cooperative buying, developed in the Middle West as part of the Granger movement, was due, he said, to poor goods, lack of business ability, sales on credit, and poor bookkeeping. The disastrous experience of the Grange in the manufacture of farm machinery was described. He outlined the status of cooperation at the present time, stressing the importance of the education of members in cooperation and business principles. "The need of cooperative organizations at present," he said, "is unity of purpose and sound business principles with all the service that sound business principles imply."

The subject of "Analyzing Cooperative Buying" was assigned to H. E. Babcock, Manager of the Grange League Federation Exchange, Ithaca, N. Y. He discussed in detail the services necessary in marketing, stating that it was doubtful if an inexperienced farmers' organization could perform these services for less cost than they are being performed by experienced and reliable private agencies. The members of a farmers' buying organization, he said, are not likely to secure any savings in price until their organization is experienced and well established. In describing the formation of the Grange League Federation Exchange, he outlined the four departments, which it maintains, feed, seeds, fertilizer and miscellaneous. He pointed out that the organization impaired its capital to the extent of \$100,000 during the first 18 months of its operations and described the steps taken to reduce expenses and wipe out the deficit.

A. W. McKay, Specialist in Agricultural Cooperation, Federal Bureau of Agricultural Economics, spoke on the "Relation of Cooperative Buying to Cooperative Selling." The three essentials in cooperative buying, he said, are service, quality and price advantage. The purpose of both selling and buying associations is that of service. He cited figures showing the volume of business handled by cooperatives. Mr. McKay next outlined the different types of cooperative buying and selling organizations and showed how they have been developed along similar lines. In closing, he said, "The business of farming must be carried on at a profit. Buying, production and selling are related as departments of a business enterprise. If one of these departments is weak, the whole enterprise will suffer. If all are maintained at a high degree of efficiency, the business should be stable and prosperous."

In his talk on "Adequate Financing for Cooperative Organizations," Professor J. T. Horner of the Economics Department, Michigan Agricultural College, outlined the two types of cooperative organizations, those for selling and those for buying, and pointed out why the same methods of financing will not suffice for both types, buying associations needing more capital than marketing associations. He stated that an investment of one per cent of the value of farm property and livestock would provide Pennsylvania with a capital fund of over 17 million dollars to finance its associations. "If beneficial results are to be expected from buying associations," he said, "there must be adequate financing in order that the benefits of large-scale buying and business-like methods may be obtained."

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 2153, by Senator Norris, to amend an act entitled "An act for preventing the manufacture, sale or transportation of misbranded articles, and for regulating traffic therein, approved June 30, 1906," so as to authorize the Secretary of Agriculture to define, and fix standards for articles of food.

S. 2131, by Senator McKinley, to amend sections 301, 303, 305, and 306 of an act to regulate interstate and foreign commerce in livestock, livestock products, dairy products, poultry, poultry products, and eggs, approved August 15, 1921. Mr. Williams of Illinois introduced a similar bill in the House, known as H. R. 5944.

S. J. Res. 69, by Senator Sterling, extending the time during which the War Finance Corporation may make advances and purchase notes, drafts, bills of exchange or other securities.

H. R. 5794, by Mr. Jost, to amend the act to regulate commerce, as amended, and defining the qualifications of directors for interstate carriers and prescribing places for holding meetings of board of directors of interstate carriers.

H. R. 5846, by Mr. Summers of Washington, to authorize the Secretary of Agriculture to establish for farm products uniform standards of classification, an inspection service, a market news service, and for other purposes.

H. R. 5942, by Mr. Colton (by request) to rectify, coordinate and decimalize the weights and measures of the United States.

H. R. 6069, by Mr. Fulbright, providing that all farm and agricultural implements and fertilizers manufactured for sale in interstate commerce shall be distinctly and conspicuously labeled with the name of the manufacturer thereof, the cost of manufacturing and providing penalties for the violation thereof.

H. R. 6135, by Mr. McFadden, to extend for nine months the power of the War Finance Corporation to make advances under the provisions of the War Finance Corporation act as amended.

H. R. 6136, by Mr. Williams of Michigan, to establish a Federal co-operative marketing system; to coorelate activities of local, state and national cooperative marketing associations; and to create a Federal co-operating board.....

H. R. 6137, by Mr. Williamson, to amend the War Finance Corporation act approved April 5, 1918, as amended, to provide relief for producers of and dealers in agricultural products.

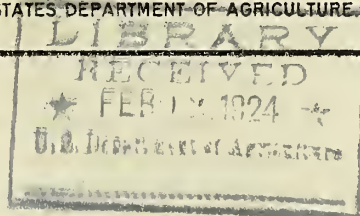
Bills upon which action was taken during the week:

S. 2112 and S. 2113, by Senator Harris, were introduced and passed by the Senate without amendment. S. 2112 authorizes the Department of Agriculture to issue semi-monthly cotton crop reports and provides for their publication simultaneously with the ginning reports of the Department of Commerce. A similar bill was introduced in the House, H. R. 5842, by Mr. Swank. S. 2113, amends the act entitled, "An act authorizing the Director of the Census to collect and publish statistics of cotton, approved July 22, 1912. Mr. Rankin, also introduced a similar bill in the House, H. R. 5837.

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Vol. 4, No. 6.

SURVEY SHOWS COSTS OF MARKETING LOW-GRADE PRODUCE

To make available to farmers and dealers detailed information regarding marketing conditions in Philadelphia last summer, the New Jersey Bureau of Markets, Trenton, has just completed a survey among 14 of the largest commission houses in that city. The survey shows that a large proportion of the truck crops was sold on the Philadelphia market at "profitless" prices. Out of 1,500,000 baskets of the average run of fruit and vegetables covered in the survey, nearly one-half sold for 50 cents or less and one-fifth of the total went at 25 cents and less.

Leading growers in New Jersey started a movement last summer to discourage attempts to market low-grade products, contending that the cost of marketing exceeded the returns and that by blocking the markets the cheap stuff hurt the sale of first-class products. The survey throws an interesting light upon this subject, as the minimum cost of marketing even the lowest-priced crops, inclusive of packing, package, transportation and commission, is estimated at 20 cents. This figure does not include the cost of production.

The summary of selling prices on a million and a half of five-eighths bushel baskets shows that the average price of all baskets handled was 70 cents. More baskets sold for 10 cents and less than sold for \$2 and more. It was found that 18 per cent of the produce sold at 25 cents and less; 31 per cent at 26 cents to 50 cents; 20 per cent at 51 cents to 75 cents; 16 per cent at 76 cents to \$1; 13 per cent at \$1.01 to \$2; and 2 per cent at \$2 and over.

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MARKETING COURSE GIVEN AT VIRGINIA POLYTECHNIC INSTITUTE

Thirty-eight students are enrolled in the course in Marketing given at the Virginia Polytechnic Institute, Blacksburg, by C. C. Taylor, Associate Professor of Agricultural Economics. After completing the study of market functions and trade channels, to which the class is now devoting its attention, a study will be made of the marketing of those products raised extensively throughout the State, giving particular attention to the cooperative marketing agencies which handle those products. As the students come from all parts of Virginia each will be required to give a special report to the class on the cooperative marketing organizations to be found in his respective community.

COOPERATIVE POTATO MARKETING SUCCESSFUL IN TENNESSEE

Farmers of Morgan County, Tenn., have learned the value of cooperation. For some time the Agricultural Extension Service of the University of Tennessee, Knoxville, has been anxious to develop a cash crop for four counties on the Cumberland Plateau. Accordingly, potato production was made the major project of Morgan County this past year. Farmers united in planting potatoes of one variety so that they would be ready for market during late August or early September. At that season potato shipments from the large producing areas are usually small.

Lists of bag manufacturers, brokers and commission merchants handling potatoes in some of the Southern cities were provided by A. L. Jerdan, Marketing Specialist with the Extension Service. Bags were purchased cooperatively, and the potatoes graded U. S. No. 1. Bids were secured and the potatoes sold to the highest bidders, f.o.b. shipping points. The county agent and marketing specialist accompanied the first car to its destination in Birmingham, Ala., to see how the potatoes carried and to compare the Tennessee stock with that from other sections. The potatoes were found to arrive in good condition and to compare favorably with other varieties. Six cars consisting of 3,575 bushels were marketed from Morgan County at prices ranging from \$1.05 to \$1.41 per bushel, averaging approximately \$1.20 per bushel, f.o.b. shipping points. It was estimated by those interested in the cooperative marketing project that these potatoes sold for about 20 cents per bushel more than potatoes sold individually on local markets.

At first the farmers were somewhat skeptical about growing potatoes because they doubted that the crop could be successfully marketed cooperatively. Since they have proved that it can be done, and with a profit to themselves, plans are being made to increase greatly the acreage for 1924. The growers are also planning to organize on a commodity marketing basis. Interest in the project has spread to adjacent counties, and it is anticipated that these counties will try the same plan this year.

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REVISED SPECIFICATIONS FOR U. S. HAY GRADES PRINTED

Specifications for the revised U. S. Grades for Hay, which became effective February 1, are now available in printed form. Copies of the folder setting forth the grade specifications may be obtained from the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

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MARKET REPORTS ON CITRUS FRUITS ISSUED FROM FLORIDA

Market reports on citrus fruit will be issued at Orlando, Fla., from January 16 to about April 1, by the Federal Bureau of Agricultural Economics with the cooperation of the Florida State Marketing Bureau, Jacksonville.

STUDY MADE OF TEN COOPERATIVE CREAM STATIONS IN INDIANA

A study of ten cooperative cream stations in Indiana was made during the past year by the Department of Farm Management, Purdue University, Lafayette, Ind. A rather complete business record was obtained from the ten stations located in representative areas of the State, for the period June 1, 1922 to May 31, 1923.

Upon analyzing the data compiled it was found that the cream was handled at the stations at a cost of 2 1/2 cents per pound of butter fat. This represented the difference in the price paid to the producers and the price received by the association. Those stations with 50,000 pounds of butter fat per year handled the business on nearly as low a margin as those with two or three times this amount. Stations with less than 40,000 pounds of butter fat, however, required a higher margin.

The production during the summer months, March to September inclusive, was 87 per cent greater than the production during the winter months, October to February inclusive, the survey showed. The price during the winter half of the year was 12.1 cents per pound more than during the summer half of the year. During the same period the price of "standard" grades of butter on the Chicago market was 9 1/2 cents greater during the winter months than in the summer months.

Assuming that this difference in price represented the difference in cost between winter and summer dairying, there would remain a premium of more than 2 1/2 cents per pound in favor of winter dairying, the study revealed. As a result of the survey it was concluded that a better quality of butter can be produced during the winter half of the year; that the farmer and his family can utilize their labor more fully by winter dairying; and that less competition will result between dairying and field crops in the summer if the farmer reverses his operations and produces 87 per cent more butter fat in the winter half of the year than in the summer half of the year.

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SURVEY SHOWS USE OF RADIO ON FARMS

Results of a survey of the kind and use of radio equipment on 1168 farms are given in a mimeographed pamphlet prepared and distributed by the Division of Information, Federal Bureau of Agricultural Economics. Data secured from questionnaires sent out during the summer and fall of 1923 form the basis of the discussion.

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TEXAS NOW HAS A SHIPPING POINT INSPECTION SERVICE

Cooperative shipping point inspections are now being made in Texas by the Federal Bureau of Agricultural Economics and the State Department of Agriculture, Austin. The inspections cover cabbage, beets, carrots, early potatoes and spinach.

MICHIGAN AGRICULTURAL COLLEGE OFFERS A NUMBER OF ECONOMICS COURSES

A number of courses in agricultural economics are now being offered at the Michigan Agricultural College, East Lansing, Mich. Included in these are two courses in marketing, one course in agricultural prices, one in agricultural cooperation, one in the history of agricultural cooperation and farmers' movements, one in extension organization and methods, two in market research, one in rural credit and one in current agricultural problems. "The aim of these courses," says Professor J. T. Horner of the Economics Division, "is to give the student information concerning the business side of agriculture in its broader aspects, teach him to think and work, and to train him in such a manner that he can attack the problems with which he is confronted and work them out."

In addition to courses in general economics and agricultural economics there are courses in the principles of rural sociology, money and banking, accounting, business cycles, business law, business organization, transportation and labor problems.

In explaining the purposes of the Economics Division, Professor Horner says, "The function of the Economics Department is to teach the relationship between production and the market and those principles of business and marketing which will permit the profitable selling of a good product. Agriculture needs men of broad understanding and vision as leaders and workers. To secure this breadth men must be taught to think clearly and without prejudice. The economics courses are planned to fit in with others which aim to give breadth, scientific knowledge, and a certain culture to the end that agricultural leaders can meet other business men on an equal footing."

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LIVESTOCK SHIPPERS TO HOLD ONE-DAY SCHOOLS IN ILLINOIS

Arrangements have been completed for the one-day schools for directors and managers of livestock shipping associations in Illinois. Schools will be held at nine different points in the State, during the last three weeks of February, under the direction of the Extension Service of the University of Illinois, Urbana. Such topics as the following will be discussed at the meetings: "Transportation Problems," "Accounting, Prorating and Reports," "Difficulties of Marketing and Handling Cooperative Shipments," "Shipping Associations as a Farm Bureau Project," and "Local Managers Problems." Round table discussions will be held.

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U. S. LETTUCE GRADES BEING USED IN IMPERIAL VALLEY

United States grades for lettuce are being used quite generally this season in the buying and selling transactions at shipping points in the Imperial Valley, according to C. E. Schultz of the Federal Bureau of Agricultural Economics who is issuing market reports on lettuce at El Centro, Calif.

REPORT DISCUSSES ONE ELEMENT ENTERING INTO FOOD MARKETING COSTS

"Waste, Breakage, and Deterioration in Quality, as an Element in Food Marketing Costs" is the subject of a preliminary report just issued by the Federal Bureau of Agricultural Economics, in cooperation with Columbia University, New York City. The report is based on a study made by Asher Hobson, Specialist in Market Research, Federal Bureau, and J. T. Horner, Associate Professor of Economics, Michigan Agricultural College.

Taking the year 1921 as a typical year, receipts of perishable food products in New York City for that year were tabulated and analyzed as a basis for the study of losses. Information was gathered from the following sources: (1) Loss and damage claim records of railway and express carriers, (2) Condemnation records of the Board of Health of New York City, (3) Inspection certificates of the New York office of the Federal Bureau of Agricultural Economics, (4) Records of members of the wholesale produce trade, and (5) Records of members of retail food trade.

Copies of the mimeographed report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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WEEKLY SEED REPORTS MEET APPROVAL OF TRADE.

Weekly reviews of the seed situation, including wholesale prices at six important markets, are prepared by the Federal Bureau of Agricultural Economics and released every Wednesday during the active selling season, January to June. In addition, special reports on the prospective demand, shipments, sales and retail prices of seeds are issued. These reports are mimeographed and distributed among the trade.

Last fall it was decided to have the reports mimeographed instead of printed. The innovation of mimeographing the reports has met with the hearty approval of growers and dealers since the information is thus placed in their hands more quickly.

During the past summer and fall more than fifty reports covering the outlook, movement and prices of important kinds of field seeds were issued by the Federal Bureau. These reports reached the grower and country shipper before they sold the seed to distant seedsmen, thus enabling the men in producing sections to cope on more even terms than heretofore with the larger seedsmen.

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NOTICE TO READERS OF "MARKETING ACTIVITIES"

Because of convenience in indexing, it has been deemed advisable to number the pages of "Marketing Activities" consecutively. Accordingly, you are requested to renumber the pages of the first five issues of Vol. 4, commencing with the January 2 number. Beginning with the present issue, the pages will hereafter be numbered as indicated.

It is planned to publish a quarterly index to "Marketing Activities, the first one to appear with the March 26 issue.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 2249, by Senator Warren, to extend for nine months the power of the War Finance Corporation to make advances under the provisions of the Act, as amended.

S. 2295, by Senator Fletcher, to amend the Federal Farm Loan Act and the Agricultural Act of 1923.

S. 2326, by Senator McNary, to fix standards for hampers, round-stave baskets, and splint baskets for fruits and vegetables.

S. 2327, by Senator Gooding, to amend Section 4, of the Interstate Commerce Act.

H. R. 6295, by Mr. Dallinger, to amend Section 1 of the Interstate Commerce Act.

Bills and resolutions upon which action was taken during the week.

S. 2250, by Senator Norbeck, which supersedes S. 1597, known as the Norbeck-Burtness bill has been reported out of the Senate Committee on Agriculture and Forestry. This bill originally authorized an appropriation of \$50,000,000 to be used for making loans to farmers in the Northwest section for the purpose of buying livestock and diversifying their crops. Amendment was offered by Senator Harrison to make the loans available to cotton growers.

S. J. Res. 52, by Senator Jones, for the relief of draught-stricken farm areas of New Mexico, was reported out of the committee in the Senate with amendment, discussed and placed on calendar.

H. R. 762, by Mr. Haugen, to amend an act entitled, "An Act for preventing the manufacture, sale or transportation of misbranded articles...." was reported out of committee with amendments (Report No. 125) and referred to the House Calendar.

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U. S. WOOL GRADES WILL BE GIVEN PUBLICITY IN MISSOURI

The Missouri State Marketing Bureau, Jefferson City, reports that upon receipt of a set of the U. S. Standard Wool Grades an engraving of the grades will be made and printed in the Marketing Bulletin, the bi-weekly publication of the bureau, for circulation among nearly 60,000 Missouri farmers. The Official Standards will be kept before Missouri farmers through country newspapers as well as through the Marketing Bulletin. Considerable wool is graded annually in Missouri on the basis of the U. S. Grades. Over two million pounds of wool were graded by the field men of the Mo. Marketing Bureau on the basis of the Tentative Wool Grades to teach the value of such grades to the wool producer.

MARKET NEWS LEASED WIRE AND RADIO SYSTEM.

The leased wire and radio telegraph communication system, as operated on January 1 by the Bureau of Agricultural Economics of the U. S. Department of Agriculture, is illustrated on the map on the reverse of this sheet. This shows all offices on the Federal leased wire system and the three primary broadcasting stations, namely, Arlington, Va., Chicago and San Francisco.

These primary stations broadcast by radio telegraph, market news reports on a large number of products, crop and livestock information and special reviews. Receiving stations pick up the information and re-broadcast it by radio telephone. Rochester receives the telegraphic radio messages from Arlington. Los Angeles and Portland receive information from San Francisco by radio or commercial wire.

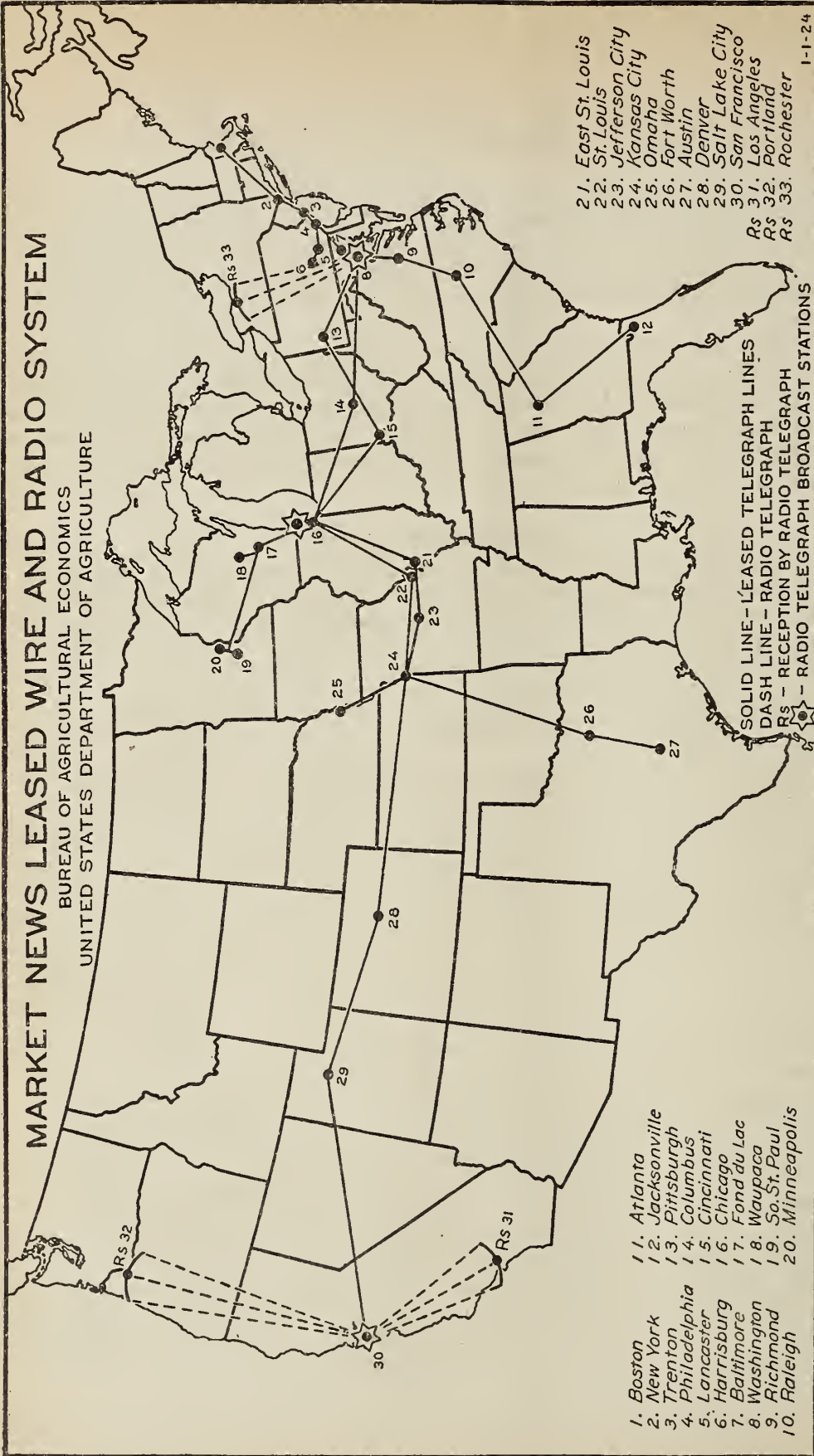
MARKET NEWS OFFICES.

(*Indicates offices not located on leased wire or using primary radio broadcasting system. Field stations operating only part of the year and some offices for local reporting are not shown.)

<u>Butter, Cheese, Eggs</u> <u>& Dressed Poultry.</u>	<u>Wool.</u>	<u>Grain & Hay.</u>
Boston	Boston	Washington
New York		Chicago
Philadelphia	<u>Fruits & Vegetables.</u>	Minneapolis
Washington	Boston	Kansas City
Chicago	New York	
Minneapolis	Rochester	<u>Feed.</u>
Fond du Lac (cheese only)	Trenton	Washington
San Francisco	Philadelphia	
	Baltimore	<u>Seed.</u>
	Washington	Washington (during active selling season - January- June.)
<u>Livestock & Meats.</u>	Richmond	
Boston	Atlanta	
New York	Jacksonville	
Philadelphia	Pittsburgh	
Lancaster	Cincinnati	<u>Broomcorn.</u>
Harrisburg	Chicago	Kansas City
Washington	Waupaca	
Atlanta	Minneapolis	<u>Cotton.</u>
Chicago	St. Louis	Washington
South St. Paul	Kansas City	Atlanta
East St. Louis	Fort Worth	*Charlotte
Kansas City	Austin	*Memphis
Omaha	Denver	*New Orleans
Fort Worth	Salt Lake City	*Dallas.
Denver	San Francisco	
Salt Lake City	Los Angeles	
San Francisco	Portland, Ore.	
*Los Angeles	*Spokane.	
Portland, Ore.		

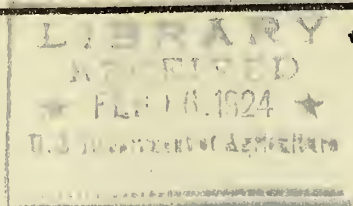
MARKET NEWS LEASED WIRE AND RADIO SYSTEM

BUREAU OF AGRICULTURAL ECONOMICS
UNITED STATES DEPARTMENT OF AGRICULTURE



STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



February 13, 1924.

Vol. 4, No. 7.

INTERNATIONAL INSTITUTE ON COOPERATION PLANNED

Library, Dept. of Agr.,
Washington, D. C.

Preliminary plans for the formation of an International Institute on Cooperation were drawn up at a meeting in Washington, D. C., February 11, of representatives of a number of leading farmers' cooperative organizations and the United States Department of Agriculture. The Institute is to be in the nature of a school where employees and members of cooperative organizations and students and instructors of agricultural colleges may study all phases of the various kinds of cooperation, including both organizations for the purchase and sale of commodities, mutual farmer insurance companies, and the like.

It is planned to hold the first school of the Institute at some leading educational institution of the United States during the coming summer. The time, place and scope of the program will be announced later by a General Board which will have charge of the preparations for the meeting.

The idea of an Institute on Cooperation was proposed by the National Cooperative Milk Producers' Federation at a recent annual meeting. Invitations were sent to leading organizations to participate in the Washington meeting. At this meeting the idea of an Institute was approved, and the creation of a special committee to further the movement pending formal organization of a General Board was recommended. It was also recommended that the General Board consist of representatives of farmer and other organizations interested in cooperation, each organization to be represented by from one to five members.

Representatives from the following organizations were present at the Washington meeting, February 11:

- American Farm Bureau Federation
- National Grange
- National Farmers' Educational Cooperative Union
- American Wheat Growers
- National Association of Commissioners and Secretaries of Agriculture
- National Association of State Marketing Officials
- American Farm Economic Association
- Sun Maid Raisin Growers of California
- Farmers' National Grain Dealers
- National Cooperative Milk Producers' Federation
- United States Department of Agriculture.

Other organizations expressed an interest in the proposed plan of forming such an institute, but could not be represented at the preliminary meeting. Before the General Board is formed all other large cooperative organizations will be invited to participate in the organization plans.

MORE FREQUENT GRAIN REPORTS RECOMMENDED BY SPECIAL COMMITTEE

More frequent grain crop reports during the growing season and enlargement of the personnel of the Federal crop reporting organization were urged upon the United States Department of Agriculture last Saturday, by the group of grain growers, dealers, threshers, millers and representatives of Boards of Trade called by Secretary Wallace to examine into the present organization and methods of the Crop Reporting Board and to suggest improvements in the service.

The Department was urged also to expand its market news service by leased telegraph wire and radio, and to continue the issuance of reports by intentions of farmers to plant. It was also recommended that separate reports be issued on Durum and other spring wheats so that the amount of bread wheat may be determined; that the reports on export wheat and wheat products be issued more promptly; that the amount of Canadian wheat being grown in bond be shown separately in the report; and that all available facts relating to the demand at home and abroad for American grains and grain products be published periodically.

Accurate information on the per capita consumption of wheat is also desired by the Committee. The Department was asked to consider the possibility of establishing a price record on farm crops that will reflect the actual prices being received by farmers in the main surplus producing sections as distinguished from regions where consumption exceeds production.

Continuance of the activities of the Department relative to the collection of data along the following lines was recommended: frequent reports on milling consumption; analysis of transportation facts regarding both movement of grain and grain products; frequent statements of elevator and mill stocks as possible; and the actual movement of grain through local elevators to the terminals.

It was strongly recommended that a Government agricultural census as now provided by law be taken in 1925 and that Congress immediately provide necessary appropriations.

Cooperation of farm and trade organizations was urged in obtaining annual censuses of the acreages of crops. It was also suggested that in order to obtain an additional check on production, the cooperation of threshermen and their organizations should be secured in reporting acreage and quantities of grain threshed; also that data be obtained from mill and elevator operators regarding stocks of grain on hand and receipts of grain from farmers.

The Committee commended the efforts of the Department of Agriculture to interpret the information assembled by the domestic and foreign crop reporting branches in such form as to be useful in enabling producers to shape production in accord with probable demand. It requested the department to give attention to interpreting the relation between yield statistics and the quality and feeding value of feed grains.

As a result of its study of the work of the Federal Crop Reporting Service the Committee commended the thoroughness and efficiency with which the work of collecting and analyzing the information is performed; the soundness of the methods employed; and the care with which all the information collected is safeguarded until finally released to the public at the appointed time.

WOOL MARKET NEWS SERVICE RECEIVED FAVORABLY BY TRADE

The wool market news service inaugurated at Boston last fall by the Federal Bureau of Agricultural Economics is being received favorably by the trade. Daily and weekly reports on the Boston wool market, the center of the trade in the United States, are distributed from 15 of the Bureau's field offices, by State agencies, the Associated Press, newspapers and other periodicals, commercial wire and radio.

A brief daily report and price quotations are now being furnished to the Associated Press, at their request, and given a wide distribution to their member papers, this arrangement becoming effective on February 4. The same reports are also released from the field offices. Some of the larger producer interests have made arrangements to have the complete weekly reports sent by commercial wire, at their expense, direct from Boston as soon as available, but plans are being made to have this information wired from the nearest field office.

The weekly review issued from all offices gives market comment on domestic, territory and foreign wool, price quotations by grades on domestic wool, grease basis, and on the same grades of domestic and territory wools, scoured basis. In addition to the above reports which are sent over the leased wire, the report as issued from the Boston office contains market comment and price quotations on pulled wools, mohair, tops, noils and waste; quotations on foreign wools and a report of imports at Boston, New York, Philadelphia and San Francisco.

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POTATO WAREHOUSE HEARINGS ANNOUNCED

Hearings on proposed regulations for the warehousing of potatoes under the U. S. Warehouse Act will be held the last two weeks of February in the chief potato producing sections of the country by the United States Department of Agriculture. Although the meetings will be open to the general public, it is especially desired that potato dealers, warehousemen and growers be present. Hearings are scheduled at the following points:

Presque Isle, Me., Municipal Building, February 18.

Rochester, N. Y., February 20.

Grand Rapids, Mich., February 21.

Waupaca, Wis., February 22.

Minneapolis, Minn., Federal Office Bldg., February 23.

Fargo, N. D., Chamber of Commerce, February 25.

Denver, Colo., February 28.

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TENTATIVE U. S. GRADES FOR WATERMELONS APPROVED BY TRADE.

Tentative U. S. grades for watermelons, recently prepared by the Federal Bureau of Agricultural Economics, have met the approval of members of the trade to whom they were submitted for criticism. Only slight modifications in the grades were suggested.

QUESTIONNAIRE SHOWS EXTENT OF MARKET EXTENSION WORK IN STATES

Replies to a questionnaire sent to marketing extension specialists in the various agricultural colleges, by the Extension Committee of the American Farm Economic Association, indicate that marketing work is receiving increased attention in these institutions.

In most instances the agricultural economics or farm management departments are handling marketing extension work. In the institutions not having such departments subject matter for extension teaching is obtained through the various subject-matter departments directly interested. Material from the Federal Bureau of Agricultural Economics is also freely used.

Extension workers are of the opinion that information relative to marketing work is essential to the promotion of good extension teaching and that if the investigational staff at the college is not able to obtain such facts the extension worker should obtain information himself rather than be handicapped by lack of it.

In reply to the question as to what phases or projects of marketing work belong in the field of extension, the following projects were mentioned:

1. Market analysis.
2. Market business practice.
3. Educational contacts, at special and annual meetings of cooperatives and with commercial handlers of farm produce.
4. Supplying of information on marketing and organization questions.
5. The carrying on of educational programs for better understanding of the economics of marketing.
6. Conducting educational campaigns for the improvement of agricultural products through proper handling of products on farms and in local markets and by better grading.
7. Assistance in the development and adoption of suitable organization plans.
8. Assistance to farmers in finding satisfactory outlets for products.
9. Interpreting and making available market news.
10. Consumption surveys.

Various methods in bringing before farmers fundamental marketing principles are used in the States. Among these may be mentioned:

1. Meetings, lectures, and short courses.
2. Extension publications and news articles.
3. Organization of junior market associations in club work.
4. Demonstrations in cooperative marketing, such as livestock shipments.
5. Grading and packing demonstrations.
6. Correspondence courses.
7. Interpretation of market information.

To impress upon business and professional men the need of better marketing methods extension leaders use such means as news articles, talks before business organizations, conferences, formation of economic clubs composed of members of the university staff and business men. Little has been done in most states to educate city consumers regarding the economics of marketing.

Extension specialists in some of the States indicated that they plan to place continued emphasis upon grading and standardizing farm products. Improved market business practices will be urged also. Several states will conduct research studies, such as determining the sources of food supply, and analysing market conditions. Cooperative marketing problems will continue to receive attention from the marketing specialists.

The short course method of instruction was recommended by one State as being a satisfactory way of bringing before farmers certain marketing principles. Group meetings of various kinds were recommended by a number of States.

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LIVESTOCK PRODUCTION AND MARKETING STUDY BEING MADE IN THREE STATES

A study of special interest to the livestock and meat industry of the country is being made by the Agricultural Extension Services at the Universities of Nevada, California and Arizona in cooperation with several branches of the United States Department of Agriculture. The object of the study is to inform livestock producers regarding market classes and grades of livestock and the market demands therefore, and to encourage improvement in production and marketing methods. A livestock grade demonstrator has been appointed by the cooperating agencies to conduct a series of demonstrations in each of the three States, in accordance with the livestock market grade standards now recognized by the United States Department of Agriculture. Wherever possible the demonstrator will follow the animals graded through the slaughterhouses and will ascertain the grades of the resulting carcasses in order to determine the degree of correlation between the live animals and the dressed product.

It is expected that results of the study will be of much value to the livestock raisers in determining what grades of animals to produce to meet the demands of the market.

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AGRICULTURAL EXTENSION SCHOOL INAUGURATED IN ILLINOIS

To give Illinois extension workers first-hand information on subjects of special interest and importance to them, an Agricultural Extension School was recently held by the agricultural College of the University of Illinois, Urbana. The school lasted one week and was attended by 150 of the State's extension workers.

The school's first program, which will be changed each year to meet the demands and needs of the workers, was built around a series of ten lectures on economics and marketing by Dr. Theodore Macklin of the Economics Department of the University of Wisconsin. North-while living through efficient marketing and profitable farming was the theme of the ten lectures. The three chief forms of cooperatives - the federated, centralized, and hybrid - were explained in detail by Dr. Macklin who stressed the fact that there is no one best form of cooperative organization to fit all conditions and needs.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the week:

S. 2371, by Senator Capper, authorizes the Department of Agriculture to aid associations of producers in obtaining and promoting better markets.

S. 2426, by Senator Jones of Washington, to amend section 202 of the Federal Farm Loan Act, as amended.

S. 2435, by Senator Fletcher, to benefit American producers and to encourage commerce with foreign countries in times of emergency.

H. R. 6781, by Mr. Hull of Iowa, authorizing the Secretary of War, for national defense in time of war, and for the production of fertilizer in time of peace, to lease to a corporation nitrate plant No. 1 at Sheffield.

H. J. Res. 172, by Mr. Dickinson of Iowa, to extend the life of the War Finance Corporation to December 31, 1924, and to authorize the acceptance of additional forms of securities.

Resolution upon which action was taken:

S. J. Res. 151, by Senator McFadden, which extends the time to June 30, for the final report of the joint congressional committee created by the agricultural credits act of 1923, has been signed by the President.

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SPRING LAMB STANDARDIZATION CAMPAIGN BEING HELD IN TENNESSEE

To standardize and improve spring lambs produced on Middle Tennessee farms, a campaign is being launched among the growers under the direction of the specialist in sheep husbandry of the University of Tennessee, Knoxville. Sheep growers are being asked to put into practice this year certain flock management methods. By standardizing the flocks, growers are expecting to receive increased returns when their lambs are sent to market. Last year, in the first cooperative shipment of 288 lambs from Montgomery County 27⁴ lambs graded as firsts and 14 as seconds. The shipment topped the Louisville market at 17 1/4 cents.

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WHOLESALE AND RETAIL MARGINAL STUDIES CONTINUED IN BOSTON

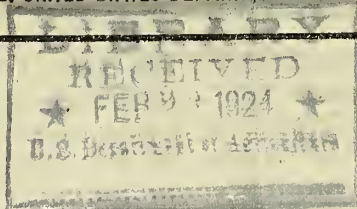
The studies which have been conducted during the past two years of margins obtained in the distribution of fruits and vegetables by jobbers and by retailers in Metropolitan Boston are being continued this year. These studies are being made by two students of the Harvard Graduate School of Business Administration, under the immediate direction of the New England Research Council and the Massachusetts State Bureau of Markets, Boston. The survey method is being used in collecting information in the jobbing market and in retail stores, supplemented by records of dealers wherever available.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 20, 1924.



Vol. 4, No. 8.

RADIO MARKET NEWS SERVICE TO BE EXPANDED IN WISCONSIN

The Wisconsin Department of Markets, Madison, is moving its radio broadcasting station from Waupaca to Stevens Point where it expects to enlarge greatly upon the radio market news service that it is now operating. When the station at Stevens Point is finally complete, the bulletin service will be eliminated and all of the State's market reporting work will be carried on by radio. At present, market reports are sent out by radio seven times a day, and, in addition, a daily bulletin on livestock, dairy products, fruits and vegetables and miscellaneous farm products is being issued. With the discontinuance of the bulletin all funds formally used for this purpose will be applied to the radio extension work.

A special radio man will travel over the State in an effort to extend the use of radio in securing reports. Special work along this line will be done with county agents, banks, newspapers, rural telephone companies, farmers' clubs, cooperative associations, country schools, and other agencies that can be utilized in receiving the radio market reports broadcast from the Department's station, and in making the information readily available to all interested persons. Experiments are to be made next month in using the station as a central distributing point for leased-wire market reports going to field stations of the Federal Bureau of Agricultural Economics. The experiment will be tried first with the Bureau's office at Waupaca, and later with the Grand Rapids office.

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CITY MILK PRICES STUDIED BY NEW YORK BUREAU OF MARKETS

For the purpose of comparing retail milk prices in Albany, N. Y., with other cities and also the comparative spread between wholesale and retail prices, the New York State Bureau of Markets, Albany, gathered information during December covering nine cities in New York State, four cities in Massachusetts, and four cities in Pennsylvania. Preliminary analysis of the data showed that the lowest retail price for milk in the nine largest cities in the State is in Utica where the average price for the year, 1923, was 12.9 cents a quart for grade B bottled milk. The highest price was in New York City, 14.9 cents, and the next highest in Albany, 14.16 cents. The widest margin between wholesale and retail prices is apparently in Albany where it is equivalent to 7.87 cents a quart. The lowest margin is in Buffalo, 6.13 cents a quart. Data have been secured from the fifteen cities as to the number of licensed peddlers of milk in each city. Information is also being gathered as to cost items.

DAIRY MARKETING CONDITIONS STUDIED IN NORTH DAKOTA

The study of the dairy marketing conditions in North Dakota, conducted during the past summer by J. R. Holland, Dairy Products Specialist at the North Dakota Agricultural College, showed that little change has been made within the past few years in the methods used in marketing dairy products. Efforts were made, however, to establish more cooperative cream and milk shipping stations in the State. There are at present fourteen cooperative milk and cream shipping organizations in North Dakota. Mr. Holland reports, and the majority of these are reaping a good profit, while the rest of them are gradually getting on their feet.

More interest is being shown also in the marketing question because there is less butter produced on the farm every year, as the farmers find it more profitable and less work to ship the cream rather than make their butter to trade at the stores. During the last year there has been nearly a two per cent increase in the sale of dairy butter in the State. This increased interest also caused a study to be made last summer of several successful dairy communities in Minnesota to get a working knowledge of their system.

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AGRICULTURAL ECONOMIC SURVEY COMPLETED IN NORTH CAROLINA.

Results of the recent agricultural economic survey in Cumberland County, N. C., have been published in a preliminary report by the North Carolina State College of Agriculture, Raleigh, and the Federal Bureau of Agricultural Economics. The study was made to determine to what extent production meets the consumptive demand in that locality.

Arrangements have been made with the West Virginia State College of Agriculture to conduct a similar survey in the area surrounding Charleston. H. T. Crosby and H. I. Richards of the Federal Bureau will go to West Virginia next week to start the investigational work.

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BROOMCORN WAREHOUSE HEARINGS ANNOUNCED.

Public hearings on proposed regulations for the warehousing of broom-corn under the U. S. Warehouse Act will be held at the following points on the dates indicated: Liberal, Kans., February 29; Wichita, Kans., March 1; Chickasha, Okla., March 3; and Mattoon, Ill., March 5.

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IDAHO MARKETING SPECIALIST NOW WITH CALIFORNIA DEPARTMENT

W. H. Wicks, formerly Acting Director of the Idaho Bureau of Markets, is now with the California State Department of Agriculture, Sacramento, as a Supervising Inspector in the fruit and vegetable work.

LEASED WIRE SERVICE TO TRENTON DISCONTINUED

The Federal leased telegraph wire service to Trenton, N. J., was discontinued February 9. This change, however, will not curtail the market reporting work which the State Bureau of Markets is conducting. Market information will be telephoned to the Trenton office from New York, Philadelphia and Newark, and the State Bureau will issue its market reports as heretofore. Because of the very great congestion of business on the eastern circuit of the Government's leased wire system and the improbability of funds being available for leasing another circuit, it was considered in the best interests of the cooperative service with New Jersey to discontinue the wire.

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U. S. CELERY GRADES REVISED

The tolerance provided in the U. S. celery grades has been found impracticable, especially under Florida conditions, and it has been decided by the Federal Bureau of Agricultural Economics to do away with the provision that "not more than one half of the total tolerance should be permitted for any one defect," and substitute a flat 10 per cent tolerance but not more than 2 per cent to be permitted for decay.

Copies of the revised grades for celery may be obtained from the Fruit and Vegetable Division of the Federal Bureau, Washington, D. C.

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"COLLEGE OF THE AIR" STARTED AT KANSAS AGRICULTURAL COLLEGE

A regular agricultural course by radio is being given by the Kansas State Agricultural College, Manhattan. This "college of the air" as it is called, opened February 11, at seven o'clock, and is being conducted each week night for one hour. Timely subjects of interest primarily to farmers will be discussed briefly each evening by college professors. A written examination at the completion of the course will entitle radio students to a certificate of graduation from the first school of its kind ever conducted.

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VIRGINIA DAIRYMEN WILL HOLD CONFERENCE NEXT MONTH

A conference of managers and directors of Virginia's cooperative milk marketing associations will be held at Harrisonburg, Va., March 6, in conjunction with the meeting of the State Dairymen's Association. Discussion will center around the following topics: (1) favorable relations with milk dealers, (2) favorable sales outlets, (3) harmony between cooperatives, (4) field service requirements, (5) managers' business reports, and (6) efficient plant operation.

WHEAT MARKETING SURVEY COMPLETED IN MARYLAND

A survey of the marketing of wheat in Maryland has just been completed by Dr. S. H. DeVault of the University of Maryland, College Park, and the results published by the Extension Service in Bulletin No. 30, entitled "The Marketing of Wheat in Maryland." Among the principal features considered in the bulletin are: the production of wheat in Maryland; the principal markets; the present methods of marketing wheat in the State; facilities for receiving grain from boats and trucks in Baltimore; quantity of grain delivered by rail, truck, and by boat; difference between the price which the farmer receives for his grain and the price paid on the floor of the Chamber of Commerce in Baltimore; elevator margins; difference between the price received for grain delivered to the elevators by rail and boat and the price received for grain delivered by truck; comparative freight rates on truck, rail and waterborne grain; weighing and inspection; grading; handling and storing of wheat; the present financial status of wheat farmers in Maryland; and the present evils in marketing wheat, with proposed remedies.

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SUMMARY GIVEN OF NEW YORK CITY MARKET ON NEW JERSEY PRODUCTS

A summary of the New York City Market on New Jersey fruits and vegetables, season of 1923, has just been released by the New York fruit and vegetable office of the Federal Bureau of Agricultural Economics. There is a separate price and market table for each of the leading products, apples, peppers, eggplant, string beans, lima beans, sweet potatoes, spinach, cabbage, lettuce, onions, peaches, cantaloupes, peas and asparagus. Comparative prices are given for the season 1922, and all price data are on the basis of a weekly range. The front page of the summary contains a graph showing the respective periods during which these products are sold in New York City. The graph gives the selling period of the following additional New Jersey commodities: Tomatoes, potatoes, cucumbers, celery, strawberries, and raspberries.

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GREATER DISTRIBUTION OF BOSTON WOOL REPORT DESIRED IN OHIO

The Ohio State Department of Agriculture, Columbus, and the State Farm Bureau are desirous of giving the Boston wool reports, put out by the Federal Bureau of Agricultural Economics, wider distribution in Ohio. They have asked permission to take off of the leased wire passing through the Columbus office, the daily and weekly report covering prices and conditions on the Boston wool market. The report would then be mimeographed and distributed to interested growers and dealers in the State. Under the present arrangement, the wool report is mailed to Ohio from the Pittsburgh office of the Federal Bureau and therefore is not as timely as it would be if distributed from Columbus.

WISCONSIN TO INAUGURATE HAY INSPECTION SERVICE

The Wisconsin Department of Markets, Madison, plans to extend its joint shipping point inspection work to include hay. At present the State and Federal inspection work at shipping points is operating on potatoes, cabbage, onions, apples and cherries. With the establishment of the Federal hay grades the State Department expects to establish those grades as the official grades for Wisconsin and will offer to the shippers of the State a joint inspection service based on those grades. At present three men from the State Department of Markets are in Washington attending the hay grading and inspection school conducted by the Federal Bureau of Agricultural Economics, and as soon as the training is completed the service will be inaugurated in Wisconsin.

S. H. Williams and R. E. Ades, who now hold State-Federal licenses as inspectors, are the men who will actively do the hay inspection work. B. B. Jones, who has administrative charge of inspection work in Wisconsin, is also taking the training.

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MISSOURI POTATO GROWERS INTERESTED IN STANDARDIZATION

Potato growers of St. Louis County, Mo., are making every effort to establish a reputation for themselves this year. At a meeting held recently, attended by members of the St. Louis County Farmers' Association, a truck crop specialist of the Extension Service of the University of Missouri, and the Federal Inspector at St. Louis, it was strongly urged that all shipments of potatoes be graded according to the U. S. standards and inspected at shipping point.

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STATE-WIDE EGG MARKETING ASSOCIATION CONTEMPLATED IN MISSOURI

Plans for organizing a State-wide cooperative egg marketing association were adopted at a recent meeting of Missouri Farm Bureau delegates, at which representatives of the State Marketing Bureau, Jefferson City, and the College of Agriculture, Columbia, participated. Organization work will commence in northeast Missouri first. It is anticipated that the association may be ready to market eggs early next fall.

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NEW YORK BILL PROVIDES PERMISSIVE USE OF U. S. BARRELED APPLE GRADES

A bill to amend the farms and markets law in relation to apples was recently introduced in both branches of the New York Legislature. The bill provides for the permissive use of the Federal grades for barreled apples in that State. Under the provisions of the bill apples packed in accordance with the Federal grades would be exempt from the State law.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 2462, by Senator Capper, to authorize the registration of certain seed, and for other purposes.

S. 2480, by Senator McKinley (by request) to determine and refund the difference between the price received for the wheat of 1917, 1918 and 1919 fixed by the U. S. of America, and its agents, and the price which the wheat of 1917, 1918, and 1919 would have brought unfixed thereby.

H. R. 6863, by Mr. Parks, to prevent the sale of cotton in future markets.

Bills upon which action was taken:

S. 2249, by Senator Warren, which extends for nine months the power of the War Finance Corporation, has been passed by the Senate and House.

H. R. 5559, by Mr. Langley, authorizing an appropriation to enable the Secretary of Agriculture to purchase and distribute valuable seeds, has been reported out of the House Committee with amendments (Report No. 205) and referred to the Committee of the Whole House.

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STUDY MADE OF COST OF MARKETING COTTON

How the consumer's dollar is divided among the various agencies engaged in the production and manufacture of cotton goods is shown in the preliminary report of an analysis of the difference between the retail price of cotton cloth and the price of cotton, recently issued by the Federal Bureau of Agricultural Economics. Four types of cloth - sheeting, gingham, calico and percale - are discussed and prices were studied from May, 1915 to March, 1923, on the basis of retail and wholesale prices of cloth, quotations in the New Orleans markets and returns to the grower. Copies of the mimeographed report may be obtained from the Washington office of the Federal Bureau.

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CLASSIFICATION OF AMERICAN COTTON GIVEN IN NEW BULLETIN

Classification of American cotton is given comprehensive treatment in Department Circular No. 278, just published by the United States Department of Agriculture. This circular supersedes Farmers' Bulletin No. 801 and, to a certain extent, Service and Regulatory Announcements No. 41. Copies of the publication may be obtained from the Office of Publications, Department of Agriculture, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 27, 1924.

Vol. 4, No. 9.

IMPROVED MARKETING PRACTICES RECOMMENDED FOR ALABAMA

Fourteen recommendations were made by the Committee on Marketing at a State-wide meeting held recently at Auburn, Ala., attended by a representative farmer from each county, the officials of agricultural organizations, and agricultural leaders, including the Extension Service of the Alabama Polytechnic Institute. The recommendations pertained to both cooperative purchasing and marketing. Among other things the committee recommended the organization of incorporated cooperative purchasing associations for buying only those supplies that enter vitally into the cost of production such as fertilizer and seed.

It was strongly urged that the cooperative marketing program now so well under way in Alabama be extended. Expansion and coordination of commodity marketing associations were recommended. It was suggested that a careful investigation be made of home markets with a view to supplying them with home-grown products. Further development of farm markets was considered necessary. In the development of cooperative marketing it was recommended that full use be made of all Government and State agencies engaged in work of this kind, and that such associations make maximum use of the Federal Intermediate Credit act and other Federal credit laws.

Cooperative marketing was especially urged for livestock, and hog and sheep raisers were advised to place their stock on the markets at the season of the year when prices were most advantageous. Since the cream market is considered more stable than the whole-milk market it was recommended that dairy products be marketed in the form of cream, except in exceptional instances where the dairyman lives near large whole-milk consuming centers. Special recommendations were also made in regard to the marketing of poultry, peanuts, and sirup.

The committee recommended that the Extension Service assist in every way possible the marketing of miscellaneous farm products and assist in the educational work necessary for the placing on the market a standard product.

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WISCONSIN BULLETIN DISCUSSES ESSENTIALS TO GOOD MARKETING

"Mileposts on the Road to Market" is the subject of Circular No. 167, just issued by the Extension Service of the University of Wisconsin, Madison. The circular sets forth in an interesting way the accomplishments of the Extension Service during the past year.

COOPERATIVE WOOL MARKETING FIRMLY ESTABLISHED IN TENNESSEE

For the past five years Tennessee has been marketing her wool co-operatively and it looks as if this form of marketing has been firmly established in the State. The Extension Service of the University of Tennessee, Knoxville, last year gave demonstrations in the best method of shearing sheep and preparing fleeces for market in 13 counties. It was very evident that the demonstrations were practicable for the wool consigned to the pools was not only tied better but contained less foreign material and was sacked in regulation 7 1/2 foot burlap bags.

Thirty-two sales were conducted in 1923, consisting of 248,308 pounds of wool consigned by 1586 farmers from 34 counties. The sales were scheduled in a series as in previous years; notice given in the press of the State and woolen merchants in the Eastern States and woolen mills of Tennessee notified. The wool graded higher in 1923 than in previous years, 69 per cent grading clear, 20 per cent as light burry, 7 per cent medium burry, and 4 per cent hard burry.

It has been conservatively estimated by A. L. Jordan, Marketing Specialist with the State Extension Service, that by selling cooperatively growers saved at least 5 cents a pound on their wool. Approximately 100,000 pounds of the wool was sold to wool mills in Tennessee and the remainder was bought by wool merchants in Louisville and Glasgow, Ky., and Baltimore, Md.

Plans are now under way to conduct a series of sales for the 1924 clip.

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NEW JERSEY EGG PRODUCERS TO TRY DIRECT FORM OF MARKETING

Direct marketing will be undertaken by a group of poultrymen near Toms River, N. J., in an effort to better marketing conditions. These producers plan to market all their white eggs, grading New Jersey Specials, direct to women's clubs. The eggs will be packed in dozen cartons and inspected by a representative of the State Bureau of Markets, Trenton. The seal of the State Department of Agriculture, guaranteeing the grade, will be placed on each box. Plans are to have these eggs delivered by truck to consumers within a 48-hour period after being laid. This is an initial move on the part of egg producers to deliver eggs of uniform quality under supervision of State inspection.

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U. S. GRADES FOR CAULIFLOWER REVISED

U. S. grades for cauliflower have been revised somewhat by the Federal Bureau of Agricultural Economics. The provision in the former grades, limiting the tolerance for a single defect to 5 per cent, has been removed, but no tolerance is allowed for decay. The grades also require the jackets to be well trimmed. The tendency among some shippers has been to pack heads which were mainly leaves. The Oregon crop will be inspected at shipping point on the basis of the revised grades.

FOREIGN COTTON ASSOCIATIONS COME UNDER U. S. STANDARDS ACT

Members of the arbitration appeal committees of the six leading European cotton associations have been appointed to act as representatives of the United States Department of Agriculture in making final determinations of the grade of American cotton delivered in their respective countries. These associations are located at Liverpool, Manchester, Bremen, Havre, Rotterdam and Milan. Adoption of the official cotton standards of the United States is a prerequisite to the granting of this authority.

Other cotton trade organizations which have signed agreements to use the official cotton standards of the United States in transactions involving American cotton are the exchanges at Barcelana and Ghent, the Federation of Master Cotton Spinners Association at Manchester and the Belgian cotton association.

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WASHINGTON MILK MARKETING STUDY COMPLETED

A study of retail prices of milk in Washington, D. C., has just been completed by the Cost of Marketing Division of the Federal Bureau of Agricultural Economics. Retail prices were collected and supplemented by data furnished by various Washington distributors and the Maryland-Virginia Producers' Association. This association, a collective bargaining unit, representing about 1,300 producers, furnishes most of the milk consumed in the District.

The study, which will be released in mimeographed form in the immediate future, shows what portion of the price paid by consumers is received by each agency which assists in getting the milk into the consumer's hands. The reason for a somewhat lower price of milk at the cash-and-carry stores will be discussed in the report, and much of the information will be presented in graphic form.

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ARTICLE DISCUSSES BENEFITS OF STANDARDIZATION

"What Standardization is Doing" is the subject of a short article by W. P. Hartman, Director of the Bureau of Foods and Standards, Lansing, Mich., which appears in a recent issue of "The Michigan Farmer." Mr. Hartman has classified the benefits of standardization as follows: (1) Encourages future contracts, (2) Promotes sales f.o.b. and in transit, (3) Facilitates government inspection at terminals, (4) Affords comparisons of commodities and prices, (5) Graded products hold up in storage, (6) Eliminates freight and other charges on culls and inferior products that should not move to consuming centers, (7) Discourages and reduces speculation, (8) Sound advertising can be based only on standard grades, (9) Fosters confidence and good will, (10) Creates preferential markets and premium prices.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced last week:

H. R. 7062, by Mr. Johnson of South Dakota, to determine and refund the difference between the price received for the wheat of 1917, 1918, and 1919 fixed by the United States of America and its agents and the price which the wheat of 1917, 1918, and 1919 would have brought unfixed thereby.

H. R. 7107, by Mr. Little, to amend the Packers and Stockyards act, 1921, and for other purposes. A similar bill, H. R. 7110, was introduced by Mr. Haugen.

H. R. 7111, by Mr. Ketcham, to promote American agriculture by making more extensively available by expending the service now rendered by the Department of Agriculture in gathering and disseminating information regarding agricultural production, competition, and demand in foreign countries in promoting the sale of farm products abroad and in other ways.

H. R. 7113, by Mr. Haugen, to establish a Dairy Bureau in the U. S. Department of Agriculture.

H. J. Res. 189, by Mr. Haugen, authorizing the President to extend invitations for foreign governments to participate in a World's Poultry Congress.

Bills upon which action was taken:

S. 2249, by Senator Warren, which extends for nine months the power of the War Finance Corporation has been approved and signed by the President of the United States.

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COOPERATIVE MARKETING CAMPAIGN LAUNCHED IN MISSOURI

The "Producers' Contract" campaign is now on in Missouri. This contract was drafted by the Missouri Farmers' Association of that State and takes in livestock, grain and dairy and poultry products. Several thousand farmers have already signed up. D. C. Rogers, Associate Marketing Commissioner, Missouri State Marketing Bureau, Jefferson City, has been leading in the explanation of the meaning of the "Producers' Contract" and the manner in which Missouri products will move to market under it.

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GRADES UNDER CONSIDERATION FOR BEETS, CARROTS, TURNIPS, EGGPLANT

Preliminary drafts for Federal grades for bunched beets, carrots and turnips have been prepared by the Federal Bureau of Agricultural Economics. Tentative grades for eggplant have also been drawn up.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
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March 5, 1924.

Vol. 4, No. 10.

EGG GRADING SCHOOL TO BE HELD IN NEW JERSEY.

A special school of instruction in egg grading will be conducted for producers and inspectors, this month, at the New Jersey State Agricultural College, under the direction of Paul B. Bennetch, market grades specialist with the State Bureau of Markets, Trenton. Many poultrymen are applying for licenses to sell under the standard grade requirements of the State and the school is designed to teach how to grade eggs according to the standards.

According to a recent ruling adopted by the New Jersey Department of Agriculture, the egg grades and standards tentatively formulated by the Federal Bureau of Agricultural Economics are to be promulgated as the standards for that State. Under this ruling, which is permissive and not mandatory, poultrymen may grade eggs and market them under the State guarantee. Two grades, the first known as "New Jersey Specials," and the second as "New Jersey Extras," are sanctioned by the State Bureau of Markets. Each carton or case of such graded eggs will carry the stamp of a State inspector. One penalty for marketing eggs improperly marked as to grades will be revocation of license to use the State's seal of guarantee of quality. Other penalties are provided for in the original law.

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PHILADELPHIA PRODUCE EXCHANGE TO USE FEDERAL INSPECTION SERVICE.

Butter handled by the Philadelphia Produce Exchange hereafter, will be inspected by the Federal Bureau of Agricultural Economics. The butter inspection service which the Federal Bureau has maintained on the Philadelphia market for the past five years has been so universally satisfactory that the Exchange recently decided to discontinue its own inspection service and to enter into a cooperative agreement with the Federal Bureau. Under the terms of the agreement the Federal Bureau will receive 80 per cent of the fees collected and the Exchange 20 per cent. This division of fees is believed to be equitable in view of the fact that the Exchange furnishes the inspection certificates and is responsible for the collection of the fees. The Exchange will also accept and enforce among its members all butter inspection certificates issued under the agreement.

This is the first instance in which the Federal Bureau has cooperated with a dairy produce exchange in conducting a joint inspection service on butter. It is reported that on several other markets the butter trade is giving favorable consideration to similar action.

RADIO MARKET REPORTS PLEASE PHILADELPHIA TRADE

The market report prepared by E. R. Biddle of the Philadelphia Fruit and Vegetable Office of the Federal Bureau of Agricultural Economics and broadcast at 6:45 p.m. from station WEP is receiving much favorable comment from the trade. One dealer told Mr. Biddle that, on hearing the New York market report, which is included in the form prepared by the Philadelphia office, he had ordered a car of celery unloaded, although he had previously decided to hold it, and he was pleased with the sale made. Many of the receivers have complimented the office on the radio market news service, especially on the giving of the New York market and the Potomac Yards report. The Philadelphia Vegetable Growers' Association went on record as considering this phase of the market news service one of the best services the Federal Bureau has ever started. Mr. Biddle also states that country stores which have installed large receiving sets are drawing crowds every night and the reports are creating much interest.

Market reports are also broadcast from Philadelphia at 10:15 a.m. and 1:50 p.m. from station WFI.

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FOUR NEW HAY INSPECTORS LICENSED.

The Hay Inspection School held at the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics closed March 1. The following men satisfactorily completed the three-week's course of intensive training and have been licensed as Federal Hay Inspectors: B. B. Jones, Wisconsin Department of Markets, Madison; M. J. Kendrick, 211 Chamber of Commerce, Birmingham, Ala.; C. L. Shiley, 1213 National Bank of Commerce, Norfolk, Va.; and R. M. Batson, 615 Stone's Levee, Cleveland, Ohio. These men will be available hereafter for making Federal hay inspections at the points named.

In order to have the training for use in their regular work, the following men also completed the course: K. G. Baker, Extension Service, Alabama Polytechnic Institute, Auburn; Geary Eppley, University of Maryland, College Park; Guy E. Mayo, New Jersey Bureau of Markets, Trenton; and Master Sergeant Albert Tague, Quartermaster Corps Subsistence School, U. S. Army, Chicago. Other representatives of the Army and of the Federal Bureau of Chemistry attended the school part of the time to be better informed regarding the Federal hay grades.

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ADDITIONAL MARKET REPORTING STATIONS CONTEMPLATED.

Temporary market reporting stations probably will be operated by the Federal Bureau of Agricultural Economics at the following points for the commodities indicated: Laredo, Tex., onions, April 1 to May 10; Hammond, La., strawberries, April 5 to May 3; and Asherton, Tex., onions, April 10 to May 20.

NEW ENGLAND CROP REPORTING SERVICE HOLDS CONFERENCE.

The New England Crop Reporting Service, at a conference held February 28 and 29 at Boston, Mass., went on record as approving the intentions-to-plant reports issued by the Government. Plans are being made by this Service to issue a new series of reports showing the trend in the number of dairy cows and dairy heifers and giving information on milk production and factors affecting production in the New England States. Many other problems of vital interest to New England farmers were discussed during the two-day conference.

The New England Crop Reporting Service is maintained cooperatively by the United States Department of Agriculture, the Maine Department of Agriculture, the New Hampshire Department of Agriculture, the Vermont Department of Agriculture, the Massachusetts Department of Agriculture, the Rhode Island Board of Agriculture and the Connecticut Board of Agriculture.

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AGRICULTURAL OUTLOOK REPORT TO BE ISSUED IN NEAR FUTURE.

A report on the outlook for agricultural production in 1924 will be issued by the United States Department of Agriculture on March 18. This report which will be somewhat similar to the report issued last year by the Committee on the Agricultural Situation, called by the Secretary of Agriculture, will be prepared this year entirely by the Department staff.

The report will cover the present statistical position of all major crops except cotton, and of all classes of livestock. In the discussion of the situation the interpretation will be made on the basis of such important factors as the farm labor and farm wages situation, the current situation with respect to domestic prices and domestic demand, the situation as affected by foreign production, foreign demand and competition, and the farm credit situation in the United States.

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NEW BULLETIN DISCUSSES FACTORS AFFECTING PRICE OF FARM PRODUCTS

"Factors Affecting the Price of Farm Products" is the subject of Bulletin No. 198 issued recently by the Experiment Station of the University of Nebraska, Lincoln. H. C. Filley, Head of the Department of Rural Economics, is author of the publication. He points out that the fluctuation in prices for farm products may be attributed to a combination of forces rather than to any single force. The more important of these forces he has listed as follows: Supply and demand, cost of production, market strategy, monopoly, the quantity of money in circulation and the rapidity with which it circulates, credit, transportation costs, commercial costs, and import duties. A brief discussion of each of these forces is given, following which data are presented showing how the forces actually have influenced prices in recent years.

REPORT DESCRIBES WORK OF INTERNATIONAL INSTITUTE OF AGRICULTURE

The purpose, organization and some of the chief accomplishments of the International Institute of Agriculture at Rome are set forth in a mimeographed report just compiled by the Foreign Section of the Federal Bureau of Agricultural Economics. Particularly is the crop reporting service of the Institute discussed.

The Institute has direct contact with practically every civilized nation in the world for the collection and distribution of information regarding the acreage, condition of crops, weather conditions affecting the harvest and probable production of the principal agricultural products that enter into international trade. Through the International Institute the United States Department of Agriculture has immediate telegraphic contact with the 26 most important producing areas on the globe. Information relative to areas seeded, condition of the crop, weather conditions affecting the harvest, and the probable production of the principal agricultural crops may be secured telegraphically from any of the 26 most important producing regions and may be broadcast to American farmers within 24 to 36 hours.

A list of the countries adherent to the International Institute are listed in the report.

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NEW MARKETING MEN APPOINTED IN ARKANSAS

Two recent appointments, that of Edgar A. Hodson as marketing agent and M. W. Muldrow as livestock specialist, have been made by the Extension Service of the University of Arkansas, Little Rock. Mr. Hodson was formerly agent in cotton marketing demonstrations employed cooperatively by the Extension Service and the Federal Bureau of Agricultural Economics. He will fill the position vacated by Glenn F. Wallace.

Mr. Muldrow will take up the work formerly conducted by T. Roy Reid, present assistant director of extension. He is well acquainted with the livestock problems of Arkansas, having been in the State since 1919, both as a teacher and as a county agricultural agent.

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AGRICULTURAL ECONOMICS COURSE GIVEN BY RADIO

Lectures on agricultural economics are given every Wednesday night in the radio school conducted by the Kansas State Agricultural College, Manhattan. The course in agricultural economics is under the direction of Professor W. E. Grimes. The radio school, the first of its kind ever held, was started February 11. Courses in general agricultural topics, home economics and engineering are broadcast each night at seven o'clock from station KFKB. Upon completion of the course written examinations will be held and students meeting the requirements will be granted a certificate of graduation from this "College of the Air."

BULLETIN GIVES RESULTS OF MILK MARKETING STUDY IN KANSAS

Results of a milk marketing study made in six Kansas cities are given in Bulletin No. 230 published recently by the Experiment Station of the Kansas State Agricultural College, Manhattan. The cities selected for the study were believed to represent fairly typical conditions throughout the State. Data were obtained by questionnaires and by personal visits to as many of the agencies distributing milk in each of the six cities as could be reached.

The study indicates that one of the first steps to be taken in improving the marketing of milk in the cities and towns of Kansas would be the establishment and enforcement of an adequate inspection service. In connection with such a service it is recommended that there should also be established official standard grades for milk, thus making it possible to sell milk on a quality basis. Elimination of some of the duplication of service and delivery routes is also recommended. Wide variation in costs of marketing milk indicates the need of improving the methods followed by some of the distributors. The bulletin further points out that cooperation between producers and consumers must be secured if improvement in the marketing of milk is to be obtained. It is also suggested that the adoption of the ticket or cash method of payment by consumers would help materially in reducing costs by eliminating bad accounts.

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ALABAMA ISSUES BULLETIN ON SWEET POTATO HARVESTING AND STORING

The harvesting and storing of sweet potatoes is discussed at some length in Bulletin No. 220 recently issued by the Agricultural Experiment Station of the Alabama Polytechnic Institute, Auburn, Ala. The bulletin points out that, regardless of curing methods, potatoes dug after vines are damaged by frost will not keep as well as they would if dug before vines are frosted. The curing-house method of storing potatoes is recommended in preference to storage banks. The experiments conducted showed that properly harvested and well cured sweet potatoes will stand a lower temperature without damage than uncured potatoes, thus increasing their marketable value.

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NEW BULLETIN DESCRIBES POULTRY MARKETING

"Marketing Poultry" is the subject of Farmers' Bulletin No. 1377, just published by the United States Department of Agriculture. This bulletin, prepared by Rob B. Slocum, Assistant in Poultry Marketing, Bureau of Agricultural Economics, gives in a very clear manner the various steps to be followed in preparing poultry for market. Numerous illustrations are used to show the approved methods of killing, dressing and packing market poultry.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

H. R. 7268, by Mr. Dickson of Iowa, to amend the Federal farm loan act, and the agricultural act of 1923. A similar bill was also introduced by Mr. Hill of Washington, H. R. 7267.

H. R. 7310, by Mr. Fulmer, to prevent bucketing and illegal practices in bucket shops and exchanges in buying and selling stocks, bonds, debentures, cotton, corn, wheat, etc., to be known as "United States antibucketing act."

H. R. 7321, by Mr. Beck, to incorporate the "United States Agricultural Cooperative Association," to provide for a national cooperative marketing system, and for other purposes.

H. R. 7407, by Mr. Sutherland, to provide additional credit facilities for the agricultural and livestock industries of the United States; to amend the Federal farm loan act, and for other purposes, approved March 4, 1923.

S. J. Res. 88, by Senator Wheeler, for the relief of the drought-stricken farm areas of Montana.

H. J. Res. 202, by Mr. McKeown, for the relief of the boll weevil, drought and flood stricken farm areas of Oklahoma.

H. J. Res. 203, by Mr. Evans of Montana, for the relief of the drought-stricken farm areas of Montana.

Bills and resolutions upon which action was taken:

S. 185, by Senator Gooding, to promote agriculture by stabilizing the price of wheat was reported to the Senate with amendments, and without recommendation.

S. J. Res. 52, by Senator Jones of New Mexico, for the relief of drought-stricken farm areas of New Mexico was passed by the Senate.

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RADIO CROP AND MARKET NEWS SCHEDULE REVISED

The schedule of market reports broadcast by radio from Federal, State and privately operated stations has been revised by the Federal Bureau of Agricultural Economics, as of February 15. The schedule gives the name and call letters of stations, types of transmission, wave length, time sent and the nature of the reports. Copies may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 12, 1924.

Vol. 4, No. 11.

MARKETING MEN OF MIDDLE ATLANTIC STATES WILL CONFER

Marketing officials of the Middle Atlantic States will hold a one-day conference March 21, at Philadelphia in the office of the Federal Bureau of Agricultural Economics, 303 Bourse Building. The conference will consist of informal discussions regarding fruits and vegetables, wheat and hay, poultry, dairying, city marketing, and research and college work. Problems of organization, standardization and market reporting will be considered with respect to the particular commodity under consideration. 4 K

Porter R. Taylor, President of the National Association of State Marketing Officials, and Director of the Pennsylvania Bureau of Markets, Harrisburg, is arranging the details of the meeting.

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SPECIAL COURSE IN FEDERAL HAY GRADING GIVEN ARMY VETERINARIANS

A four-weeks' course in hay grading is being given by the Federal Bureau of Agricultural Economics especially for members of the Army Veterinary School, which is located in Washington, D. C.

Officers of the Veterinary Corps are detailed to attend this school for six months or more for graduate training in the duties of their positions. As all hay delivered to the Army on contracts is subject to approval by the veterinary officers, those in charge of the school desired to include a course in hay grading in the curriculum.

It is believed that the training in grading hay according to the Federal standards will result in the Army receiving better hay on contracts and will also assist in removing the cause for much criticism in the past due to differences between Army requirements and ordinary commercial practices.

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POTATO AND BROOMCORN WAREHOUSE HEARINGS SATISFACTORY

Very few changes were suggested in the proposed regulations for the warehousing of potatoes and broomcorn under the U. S. Warehouse act, as a result of the hearings recently conducted by the Federal Bureau of Agricultural Economics. It was the general opinion of warehousemen that the operation of warehouses under the proposed regulations would improve the potato and broomcorn industries not only in respect to warehousing but also in respect to grading and marketing these products.

COTTON DEMONSTRATION TRAIN TOURS THE SOUTH

In the interests of better cotton a demonstration train is now touring the Cotton Belt States, under the auspices of the St. Louis Southwestern Railway Lines. State agencies and the United States Department of Agriculture are cooperating in this piece of educational work by providing exhibits. The train consists of two exhibit cars, one car containing the exhibits prepared by the Texas Farm Bureau, the Texas Markets and Warehouse Department and by commercial firms. The second car contains exhibit material of the U. S. Department of Agriculture.

G. S. Meloy of the Federal Bureau of Agricultural Economics, is with the demonstration train explaining to the large crowds that gather at each stop the train makes the Department's story of what pure seed means from the standpoint of the utilization of cotton and from the standpoint of production and marketing. Special stress is laid upon the standards for cotton which the bureau has prepared. Buyers in particular are interested in the official standards, and almost without exception their comments have been favorable.

This Better Cotton Demonstration Train started its tour February 18 and will continue in operation until March 21.

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VIRGINIA WOOL POOL PROVES SATISFACTORY TO MEMBERS

Over 210,000 pounds of wool were sold by the Virginia Cooperative Sheep and Wool Growers' Association, Richmond, for its members last season. The wool, graded on the basis of the Federal standard grades for wool, brought approximately three cents a pound more to its members than could have been realized by individual sales.

The association is organized under the Virginia Cooperative Marketing act and has a membership of 1,000. It is a producers' cooperative marketing organization operating on a State-wide plan. The State Division of Markets, Richmond, and the Extension Division of the Virginia Polytechnic Institute, Blacksturg, gave valuable assistance in getting the organization established on firm business principles.

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TEXAS SUCCESSFULLY USES RADIO IN ITS MARKET NEWS SERVICE

Radio is being used very satisfactory in Texas in disseminating market reports over the State, according to J. Austen Hunter, Market News Specialist, Markets and Warehouse Department, Austin. Reports are now being broadcast regularly from Austin to Houston, Laredo and Brownsville where they are published in the local newspapers. Radio stations at Fort Worth, Dallas and San Antonio are also cooperating with the State Department in its market news service. The market reports are also telegraphed to newspapers at Dallas, Galveston and San Antonio where they are given wide dissemination. At present the reports cover cabbage, beets, carrots, and spinach.

PENNSYLVANIA ADOPTS FEDERAL GRADES FOR POTATOES, APPLES AND WHEAT

Pennsylvania has recently adopted the grades for apples and potatoes recommended by the United States Department of Agriculture, and the wheat grades as established under the Federal Grain Standards Act, as the official standards of the State. The use of these grades will not be compulsory in the State, but all products designated by these grade terms must comply with the requirements for the particular grade.

It is the plan of the Pennsylvania Department of Agriculture to develop the use of the Federal wheat grades at local mills and shipping points so that the farmer will receive a price varying with the quality of the grain sold. Purchase by grade should also make it simpler for millers to produce more uniform and better flour from Pennsylvania wheat.

During the fall of 1923 the apple grades were used as a basis for packing and inspection in Adams and Franklin Counties, and were found to be entirely satisfactory.

In order to protect the reputation of these grades, penalties for misuse are provided and will be enforced in all cases where the product sold does not meet the requirement of the grade. The State Bureau of Markets, Harrisburg, has charge of the enforcement of the grades.

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LIVESTOCK SHIPPING ASSOCIATION SCHOOLS WELL ATTENDED IN ILLINOIS

Over 550 officials of cooperative livestock marketing organizations and farm advisers attended the nine one-day schools just held at as many different points in Illinois under the direction of the College of Agriculture of the University of Illinois, Urbana. The schools were conducted for the purpose of giving officers and managers of these organizations up-to-date information on claims, transportation, accounts, records, pro-rating, marking, publicity, incorporation and organization problems. The schools were held at Olney, Carbondale, Centralia, Springfield, Decatur, Gilman, Galesburg, Dixon and Chicago. On February 14 a shipping association school was held at St. Louis, conducted jointly by the colleges of agriculture of Illinois and Missouri.

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HONEY MARKET REPORTS STARTED IN NEW YORK STATE

A special service to honey producers of New York State was tried out last month by the State Bureau of Markets, Albany. Reports showing the status of the honey market in different cities of the State were prepared in the branch offices of the State Department of Farms and Markets located in Buffalo, New York City, Rochester, Cortland and Utica. The reports were then forwarded to the Secretary of the State bee-keepers association and sent out by him to the bee-keepers of the State in connection with his regular monthly letter. The report was very favorably received and may be made a part of the regular activities of the Bureau of Markets.

GRADE SPECIFICATIONS PREPARED FOR LAMB AND MUTTON

Specifications for the purchase of fresh and frozen lamb, yearling and mutton have been prepared in tentative form by the Division of Livestock, Meats and Wool of the Federal Bureau of Agricultural Economics. The specifications are based upon the market classes and grades that have been used for more than six years by the United States Department of Agriculture in connection with its market reporting service on meats. In each specification the grade is so described as to eliminate all misunderstandings between buyer and seller regarding the quality and conditions of lamb, yearling or mutton desired or offered.

These specifications are intended to provide a standard form of specification for the use of public institutions in purchasing their meat supplies, and to place such specifications on a grade basis which should practically insure deliveries on the basis of the quality and condition desired.

Specifications for beef have already been prepared and distributed among the trade for comments, and work is now being undertaken to draw up specifications for veal, pork and miscellaneous meats.

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SURVEY SHOWS MILK AND CREAM CONSUMPTION TO BE ON INCREASE

Consumption of fluid milk and cream in both farm and city homes has been increasing rapidly for several years, according to survey figures just compiled by the Federal Bureau of Agricultural Economics. Average consumption in 1923 was 53 gallons, compared with 50 gallons in 1922, and 49 gallons in 1921. The average daily consumption in 1923 was 1.16 pints per person.

Farm people who have producing cows consume more milk and cream than do city people, but farm people without cows or with non-producing cows consume less than do city people, the survey shows. Average daily per capita consumption on farms having cows was 1.78 pints in 1923; on farms without cows or having non-producing average consumption was .775 of a pint, and in city homes the per capita daily consumption averaged .87 of a pint.

The farm figures were tabulated from approximately 30,000 schedules of consumption on individual farms, and represent the most comprehensive survey ever made of milk and cream consumption. Data on consumption in cities were obtained principally from boards of health and covered nearly 300 cities, or about 25,000,000 persons.

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SHIPPING POINT INSPECTION POPULAR IN FLORIDA

Up to the first of March a total of 3,843 cars of products were inspected in Florida. Of this number, 2,514 cars were vegetables, and 1,329 cars citrus fruits. The inspection service is being conducted cooperatively at shipping points by the State Marketing Bureau, Jacksonville, and the Federal Bureau of Agricultural Economics.

NEW BOOK PUBLISHED AS INTRODUCTION TO AGRICULTURAL ECONOMICS

"Introduction to Agricultural Economics" is the subject of a book written by Dr. L. C. Gray, Economist in charge of Land Economics, Federal Bureau of Agricultural Economics, which has just been received from the publishers, the MacMillan Company. In the preface the purpose of the book is stated as follows:

"The present volume was undertaken in the hope of accomplishing two distinct but closely related aims -- to provide a text book in agricultural economics suitable for the use of beginning students and one also adapted to the needs of the larger classes of general readers whose interest in the economic problems of agriculture is being awakened."

The book covers the important phases of agricultural economics with reasonable completeness while some chapters are devoted to the subjects commonly included in the field of farm management.

Although the treatment of most of the subjects is expository rather than argumentative, this is not the case with those involving questions of public policy. This is particularly true of the chapters on land tenure and land policies. In regard to tenancy, the good and bad tendencies are stated, and the conclusion is reached that "from an economic standpoint we need not deplore tenancy as such, but rather, bad forms of tenancy." The chapter on land policies contains arguments against the nationalization of land and against the "single tax."

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SAN FRANCISCO MARKET NEWS OFFICE RENDERS SPECIAL SERVICE

The San Francisco market news office of the Federal Bureau of Agricultural Economics has been rendering valuable assistance to the live-stock interests of the country during the epidemic of foot and mouth disease which recently occurred there. W. E. Schneider, representative of the Live-stock, Meats and Wool Division has kept in constant touch with the situation and promptly puts on the leased wire all authentic information regarding regulations or conditions prevailing in the affected areas. Newspaper and press representatives are given all pertinent facts as soon as they become known. In the opinion of competent observers, the promptness and accuracy of this service has had much to do with avoiding hysteria both at market centers and in producing areas and has assisted materially in preventing the violent price fluctuations which usually occur during such epidemics.

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DAILY COLD STORAGE REPORTS TO COVER TEN CITIES

Arrangements have been completed by the Federal Bureau of Agricultural Economics for the daily cold storage report covering ten cities on butter, eggs, cheese and dressed poultry, which is being issued at the request of the dairy and poultry trade. Arrangements are being completed also for a weekly report covering the stocks in 25 cities.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the week:

S. 2697, by Senator McNary, to fix standards for hampers, round stave baskets, and splint baskets for fruits and vegetables.

S. 2710, by Senator Dial, to finance the exportation of American agricultural products and raw materials. A similar bill was introduced in the House by Mr. Lowrey.

H. R. 7692, by Mr. Hastings, amending section 15 of the act of Congress approved July 17, 1916, known as the Federal Farm Loan Act.

H. R. 7695, by Mr. Sanders of Texas, to prevent the sale of cotton in future markets.

Senate Document No. 58 - The President has recommended an appropriation of \$10,045 to cover expenses of nine delegates to the General Assembly of the International Institute of Agriculture at Rome in May, and an appropriation of \$5,000 to cover the expenses incurred in admitting Hawaii, the Philippines, Porto Rico, and the Virgin Islands to the Institute. No action has as yet been taken.

Bills upon which action was taken.

S. 2012, known as the McNary-Haugen Bill, has been reported out of the Senate Committee with amendments.

S. 2113, by Senator Harris, authorizing the Director of the Census to collect and publish additional statistics on cotton, which passed the Senate in January, was reported without amendment to the House from the Committee on Agriculture, Report No. 255.

S. 2250, known as the Burtneess-Norbeck Bill, is under consideration on the floor of the Senate and an effort will be made to complete it early this week.

H. R. 7111, by Mr. Ketcham, to promote American agriculture by expanding the service of the Department of Agriculture in gathering and disseminating data on the agricultural production, competition and demand in foreign countries, was reported to the House from the Committee on Agriculture without amendment, Report No. 248.

STATE AND FEDERAL MARKETING ACTIVITIES

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OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 19, 1924.

Vol. 4, No. 12.

SHIPPING POINT INSPECTION WORK POPULAR IN SOUTHEAST

Plans are under way for shipping point inspection work in other Southeastern States besides Florida. F. L. Harkey, Chief of the Division of Markets of the South Carolina Extension Service, with headquarters at Spartanburg, S. C., with three assistants, recently made an extensive trip over the State of Florida visiting points where State-Federal inspections are being made. Arrangements were made at that time to conduct a cooperative shipping point inspection service in South Carolina this season. According to present plans, inspections will be available on potatoes at Charleston and Beaufort, on cucumbers at Blackville, and possibly on asparagus at Williston.

N. H. Brown, Supervisor of the Markets Division of the Alabama Department of Agriculture, Montgomery, also investigated the inspection service as conducted in Florida with a viewpoint to inaugurating a similar service in Alabama. It is probable that cooperative inspections will be made available to Alabama growers about April 10 to 15, on cabbage, potatoes, and cucumbers.

Arrangements are also being made for cooperative inspection work in Georgia with the Georgia Bureau of Markets, Atlanta. The Georgia Peach Growers' Exchange has indicated that inspections would be desired on its entire output this season.

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UNIFORM ACCOUNTING SYSTEMS FOR FARMERS' ORGANIZATIONS IN WISCONSIN

"Running a business without records is like running a clock without hands" is a slogan that has been adopted in Wisconsin in the campaign to improve cooperative associations by having them keep better records and have their business methods parallel those used by any successful business firm. The Wisconsin Department of Markets, Madison, through its chief accountant, C. N. Wilson, has during the last few months, installed uniform accounting systems in twenty-four rural organizations. Of this number, twelve were cooperative creameries, ten were warehouses, and two were farmer-owned oil stations. This installation service is rendered free of charge, and since its inception three years ago nearly one hundred of Wisconsin's cooperative organizations are keeping their books and records in accordance with the systems prescribed by the Department of Markets. To date the department has recommended uniform accounting systems for cheese factories, creameries, livestock shipping associations, warehouses and oil stations.

THE AGRICULTURAL OUTLOOK FOR 1924

The general agricultural outlook for 1924 indicates that farmers are undertaking a normal production program, according to a statement prepared by the Federal Bureau of Agricultural Economics and released March 18. However, agricultural production this year will still be attended by the difficulties arising from high wages and other costs, loss of farm workers, and the general disparity between prices of farm and urban products.

Domestic demand for agricultural products is at a high level. Urban prosperity is reflected in a heavy current consumption of fibers and high quality goods and this may be expected to continue into the summer. Foreign markets, on the whole, seem likely to maintain about the present level of demand for our cotton, pork, wheat and tobacco. The situation this season with respect to labor, machinery, fertilizer, credit and other cost items is not such as to favor any expansion in production, the report indicates.

Spring wheat growers report intentions to reduce their acreage 14% below last spring's plantings. Should abandonment of winter wheat acreage be light, as at present indicated, the reduction in acreage harvested may not be proportional to the reduction in seedings as reported last fall.

Notwithstanding that there will apparently be fewer animals in the country to be fed next winter, corn growers report intentions to increase the acreage 3.2%, and in the Corn Belt proper to increase it 3.5%. The swine industry is going through a period of liquidation and discouragement. Record runs of hogs to market still continue. Indications are that hog producers have now passed the peak of production and may be moving into one of the recurrent periods of low production. In view of the expected decrease in pork production it seems probable that beef consumption will show some increase and that during 1924 cattle will meet a somewhat more favorable market than during 1923.

The dairy industry has expanded to the point where gross domestic production, in terms of whole milk, slightly exceeds gross domestic consumption. Although 18 million pounds net of butter and 64 million pounds of cheese were imported during 1923, stocks of condensed milk and other products, more than equivalent to these imports, were piled up within the country. Judging from the numbers of cows on farms, there will be a further increase in domestic production in 1924. Foreign surplus production is likewise steadily increasing. This competition, coupled with the already heavy production in this country and the possibility that consumer demand may not be indefinitely maintained at levels predicated upon great industrial prosperity, suggest the necessity for conservation as to further expansion in dairy production.

The wool situation is distinctly favorable for producers and there is apparently opportunity at present for profitable increase in the number of sheep. Poultry production has expanded rapidly in recent years. The record number of chickens now on farms indicates further expansion in 1924.

The intentions report indicates a tendency to reduce the acreage of potatoes somewhat below that needed with average yields, to provide for average annual consumption.

Tobacco growers generally indicate an intention to plant about the same acreage as last year. A decided increase in peanut acreage in the Southern States is planned by growers, apparently to replace cotton. Sweet potato growers plan an acreage, which, with average yields would mean a larger crop than the country has ever consumed in any one year.

Intentions to plant feed crops - oats, barley and hay - indicate increases over last year. An intention to increase flax by 54% is indicated.

STUDY TO BE MADE OF JOHNSON GRASS HAY IN ALABAMA

To study trade conditions and requirements for Johnson grass hay and also to study the baled product for the purpose of obtaining information on which Federal grades for Johnson grass may be based, the Federal Bureau of Agricultural Economics is making plans to conduct cooperative work at Auburn, Ala., with the Extension Service of the Alabama Polytechnic Institute.

The Alabama Extension Service is doing a great deal of work in that State in the way of assisting farmers and shippers in the production and marketing of Johnson grass hay and much interest is being shown in the establishment of Federal grades for this product. Johnson grass is the chief hay product of Alabama and the acreage is increasing from year to year as farmers are introducing more grass and legumes into their rotation plans.

K. G. Baker, Marketing Agent with the Extension Service, attended the three-weeks' course in hay grading which the Federal Bureau recently gave in Washington. Plans were outlined at that time for the cooperative study in Alabama, which it is contemplated will be started about April 15. It is probable that the work will not be concluded until the latter part of 1924 or the early part of 1925.

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SOUTHERN ECONOMISTS AND SOCIOLOGISTS ORGANIZE

A new organization to be known as the "Southern Association of Economists and Sociologists" was perfected at a conference recently called by President Futrall of the University of Arkansas, Fayetteville. Representatives from most of the state universities and state colleges attended the conference which was held in Birmingham, Ala. The objective of the new organization is to work out means of more rapidly improving the economic and social conditions of the Southern States, especially as regards rural problems.

Professor S. H. Hobbs, Jr., of the University of North Carolina, was elected president of the association, and Professor C. E. Allred of the University of Tennessee is secretary.

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OHIO PRODUCERS LEARN HOW TO GRADE LIVESTOCK FOR MARKET

The livestock grading demonstrations which the Extension Service of the Ohio State University, Columbus, is giving at loading points throughout the State, are being received with much interest by producers. Fifteen counties, especially active in shipping livestock, have already been reached by the demonstrators.

So far the specialists have worked chiefly with hogs, with an occasional car of lambs and calves. These half-day demonstrations in grading are designed to show meat producers the market grades. Samples of meat are also presented to show how weight affects the quality of the cut. Representatives of large city markets usually assist with the demonstrations.

RETAIL COSTS OF MARKETING BREAD STUDIED

Bakers receive a larger part of the price paid for a loaf of bread than does any other agency engaged in the manufacture and distribution of the product, the Federal Bureau of Agricultural Economics has found in an extensive survey covering the period October 1922 to March 1923. The survey was made in seven cities: New York, Boston, Chicago, Minneapolis, Kansas City, New Orleans and San Francisco.

The margin received by bakers over the cost of the flour ranged from 4 cents on an 8 cent loaf in New Orleans to 6 cents on a 10 cent loaf in Chicago. This margin covers operating expenses and cost of other baking ingredients.

The producer received for the flour content in his wheat approximately 1 1/2 cents of the retail price of the loaf of bread whereas from 6 to 7 1/2 cents on each loaf went to pay the costs of transportation, elevator handling, flour milling, baking and retailing.

"The retail price of bread will be little affected by changes in the price of flour inasmuch as the cost of the flour entering into the bread is relatively small when compared with the other items of cost," specialists of the bureau state. "Lower bread prices depend upon more efficient milling, baking and distribution methods; higher yields per barrel of flour, and larger volume of business by individual bakeries. By such efficiencies it may be possible to reduce the baker's costs and to some extent his profits per unit of output."

Further details of the study may be found in a preliminary report just issued and which may be obtained in mimeographed form from the Cost of Marketing Division of the Federal Bureau, Washington, D. C.

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FEDERAL HAY GRADING DEMONSTRATIONS IN MAINE

Under an agreement between the Division of Markets of the Maine Department of Agriculture, Augusta, W. M. King of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics is spending this week at Cumberland Center, Me., for the purpose of demonstrating the Federal hay grades and inspecting hay for the Maine Farmers' Exchange. This exchange has recently secured a warehouse at Cumberland Center and obtained transit arrangements with the railroad whereby the hay will be graded in transit at that point. In this way it is expected that the exchange will be able to deliver a better and more uniform product to its customers.

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COLORADO INSPECTIONS PASS 9,000 MARK

Up to the end of February over 9,000 fruit and vegetable inspections had been made by the Colorado Inspection Service, which is operated jointly by the State and Federal Governments. The inspection service was placed on a voluntary instead of a compulsory basis this year.

OHIO FARMERS DISCUSS MARKETING QUESTIONS

Concrete and valuable suggestions were offered at the markets' conference held in connection with Farmers' Week at the Ohio State University, Columbus, last month. It was urged that students in marketing be given more practical experience while students; and that the extension staff accomplish more detailed research on marketing.

C. G. McBride, Assistant Professor of Marketing, who led the conference, states that farmers put above college training in salesmanship the importance of training young men to produce, grade and standardize farm products.

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SERIES OF MEETINGS HELD WITH COLORADO POTATO GROWERS

E. F. McKune, Federal-State Supervisor of Standardization and Inspection work in Colorado, Denver, recently assisted in conducting a series of 11 meetings among potato growers and shippers in the San Luis Valley, in the interests of improving potato production and marketing in that section. The meetings were arranged under the auspices of the Denver and Rio Grande Western Railroad. Mr. McKune stressed particularly the importance of retaining the cull potatoes on the farm and shipping only the better or more marketable stock.

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NEW JERSEY SWEET POTATO INDUSTRY DESCRIBED IN NEW BOOKLET

A booklet on the costs, profits and practices of the sweet potato industry in New Jersey has just been issued by the New Jersey Department of Agriculture, Trenton. The booklet sets forth the results of a study made by H. B. Weiss, Chief of the Bureau of Statistics and Inspection, with the cooperation of A. G. Waller, specialist in farm management of the State Experiment Station. Every effort is being made to assist farmers in knowing what the prospective costs of producing any crop in any particular county of the State will be.

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MARKETING SOUTHERN-GROWN SWEET POTATOES DISCUSSED IN BULLETIN

"Marketing Southern-Grown Sweet Potatoes" is the subject of Department Bulletin No. 1206, just published by the United States Department of Agriculture. This bulletin, written by George C. Gatlin, Associate Marketing Specialist of the Bureau of Agricultural Economics, discusses the sweet potato industry of the South, and especially the marketing problems that have arisen in placing the product on the Northern markets. The bulletin deals with such subjects as storage facilities, grading, packing, loading and shipping methods, advertising and cooperative marketing.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Resolutions introduced during the week:

S. J. Res. 98, by Senator Norris, authorizing the President to extend an invitation for the holding of the Third World's Poultry Congress in the United States in 1927, and to extend invitations to foreign governments to participate in this congress.

Bills upon which action was taken:

S. 2250, The Norbeck-Burtness Bill, which provided for a loan fund of \$50,000,000 for the purpose of aiding farmers in the Northwest to buy livestock, has been defeated in the Senate.

S. J. Res. 96, authorizing appropriations for the payment of expenses of nine delegates to the General Assembly of the International Institute of Agriculture at Rome in May, and an appropriation of \$5,000 to cover the expenses incurred in admitting Hawaii, the Philippines, Porto Rico, and the Virgin Islands to the Institute, has passed the Senate. The resolution was introduced by Senator Lodge.

H. R. 518, by Mr. McKenzie, providing for the acceptance of Henry Ford's offer for the Muscle Shoals project, has been passed by the House, and has been referred to the Senate Committee.

H. R. 3241, by Mr. Vestal, to establish the standard of weights and measures for wheat, corn and rye mill products...., has been reported out of the House Committee with amendments, Report No. 309.

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SOUTH CAROLINA BULLETIN DESCRIBES PEACH GRADING AND MARKETING

"Commercial Harvesting, Grading and Marketing of Peaches in South Carolina" is the title of Extension Bulletin No. 60 just issued by the Clemson Agricultural College, Clemson College, S. C. The bulletin sets forth the commercial importance of the peach crop in South Carolina, the varieties commonly planted, and the harvesting, grading and marketing methods used. Illustrations are included to show the approved methods of preparing the fruit for market. The U. S. grades for peaches, which are the official standards of the State, are given in full. The bulletin was prepared by F. L. Harkey, Chief of the Division of Markets, and C. A. Owens, Extension Marketing Agent.

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DAIRY AND POULTRY RADIO REPORTS AVAILABLE IN MISSOURI

Market reports on dairy and poultry products are broadcast daily at one o'clock by the Missouri State Marketing Bureau, Jefferson City, from its station WOS. The markets covered are St. Louis, Chicago and New York.

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MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 26, 1924.

Vol. 4, No. 13.

WORK ON ALFALFA HAY GRADES UNDER WAY

Investigational work on alfalfa hay which will lead ultimately to the establishment of Federal grades, is being carried on by the Federal Bureau of Agricultural Economics through its Hay, Feed and Seed Division. Preliminary studies at the various State Experiment Stations have been in progress for several months. This work included collating all data obtainable from these sources on the relative weight of leaves and stems, an analysis of nutrients in them, analysis of nutrients in different cuttings and the relation of maturity to total nutrients, losses due to leaching, mechanical losses incurred in curing and the results of feeding experiments with stack-sweated and stack-burned alfalfa. Studies also were made of the relative importance of alfalfa production in different parts of the United States and the volume of receipts in various markets.

A number of bales of alfalfa hay have been secured at various points in the West and forwarded to the Hay Laboratory in Washington. Detailed studies of these bales are now being made to determine statistical facts about color, texture, leafiness and foreign material as grading factors.

During the coming summer, representatives of the Bureau will visit the principal alfalfa markets and producing areas in order to make a thorough survey of existing grades and marketing practices and secure additional samples for the laboratory. This will afford an opportunity to discuss various problems with a large number of producers, shippers and receivers. This should result in Federal grades for alfalfa hay based on thorough investigational work by the Federal Bureau plus the combined suggestions and practices of the leading producing sections and receiving markets.

All persons interested in the grading of alfalfa who have constructive suggestions to offer are invited to correspond with the Hay, Feed and Seed Division of the Bureau of Agricultural Economics, Washington, D. C.

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MARKET REPORTS BROADCAST DAILY FROM AMES, IOWA

The Extension Service of the Iowa State College of Agriculture, Ames, has worked out a schedule of market reports which is being broadcast daily by radio from station WOI located at Ames. The reports are as follows:

- 9:00 a.m. - Chicago flash hog market.
- 10:15 a.m. - Early hog market, Chicago, St. Louis, Kansas City, Omaha and St. Paul.
- 12:30 p.m. - Complete cattle, hog and sheep markets from Chicago, St. Louis, Kansas City, Omaha and St. Paul.

MARKETING MEN OF MIDDLE ATLANTIC STATES DISCUSS IMPORTANT SUBJECTS

There was a large attendance at the meeting of the Middle Atlantic States Division of the National Association of State Marketing Officials at Philadelphia, March 21. Representatives were present from New Jersey, Delaware, New York, Virginia, Pennsylvania and from the Federal Bureau of Agricultural Economics. The morning session was given over to discussions of marketing problems in connection with fruits, vegetables, wheat and hay.

F. G. Robb, in charge of the Fruit and Vegetable Inspection Service of the Federal Bureau gave a talk on "Recent Developments in Inspection." The Federal inspection service, he said, was started as a receiving point inspection only in 1917. In July, 1922 the work was divided into two branches, receiving point inspection and shipping point inspection. In the first year shipping point inspection work was carried on cooperatively with 24 States. During this first year some of these States were working under laws which provided for compulsory grading and inspection. Experience has proved that shipping point inspection must not be mandatory but permissive to be effective.

One of the interesting developments in marketing of farm products which is based upon and has been developed as a direct result of shipping point inspection, Mr. Robb said, is the establishment of two f.o.b. auction companies in the United States. Sales are made by wire and are based on the grades as established by the Federal inspection at shipping point.

In 1922 there were 72,466 inspections made. Of this number 61 cars were reinspected, and of this number 34 original inspections were reversed, and the other 27 cars were sustained. From July 1, 1923 to date there have been approximately 100,000 inspections made, upon which 130 reinspections have been called. About 50% have been reversed and the other 50% have been sustained.

Frederick V. Waugh of the New Jersey Bureau of Markets, Trenton, gave an analysis of fruit and vegetable sales in Philadelphia. The figures analyzed were obtained from 14 commission houses in Philadelphia and covered the sales of 1,500,000 baskets of New Jersey produce. A detailed account of the study made by Mr. Waugh will be found in the February 6, 1924, issue of "State and Federal Marketing Activities," page 29.

The Middle Atlantic States Advisory Traffic Board was explained by James E. Klahre of the Jersey Fruit Growers' Cooperative Association, Camden, N. J. This board consists of 67 committees made up of producers and handlers of all commodities who are to study terminal and other transportation problems and work direct with the heads of railroads in bringing about changes which are necessary in order to provide more efficient distribution of farm and manufactured products. The personnel of the committees is composed of men who are interested in certain definite commodities in distinct districts.

A solution of Pennsylvania's wheat marketing problems was presented by G. A. Stuart, of the Pennsylvania Bureau of Markets, Harrisburg. Mr. Stuart stated that one sixth of the baking industry of the United States is

situated in Pennsylvania but that at present this industry is not using Pennsylvania flour to the extent that it should, for the miller is not milling a uniform quality of flour. The State Bureau of Markets is endeavoring to have the number of varieties grown reduced from 45 to about 5 main varieties. The Bureau specialists feel that by reducing varieties and growing a better quality wheat and milling an absolute uniform flour blended with equal parts of hard red wpring wheat, wheat production can be made profitable in Pennsylvania.

"Market Problems of Delaware Wheat Producers" was the subject discussed by R. O. Bausman, County Agent in Delaware. There were no elevators in wheat producing sections of Delaware, Mr. Bausman said, so an extensive study of the marketing of wheat was carried on under 1922. Figures show that during the month July, 1922, out of 90 cars of Delaware-grown wheat sold on the Philadelphia Grain Exchange, 29% graded #3 Garlicky; 41% graded #4 Garlicky; 5% graded #5 Garlicky; 24% graded Sample.

H. J. Horan, President of the Philadelphia Commercial Exchange spoke on the "Future Outlook for Eastern Wheat Producers." He emphasized the necessity of standardizing the varieties of wheat. He pointed out that Pennsylvania, Maryland and Delaware have one of the best wheat markets at their door, namely, Philadelphia. It is up to the producers in these sections to grow and deliver to the miller the quality of wheat that is necessary for satisfactory marketing, he said. They should aim to secure a maximum yield per acre of the best quality wheat possible in their territory.

W. A. Wheeler of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, described the progress that is being made in hay inspection work. He stated that up until the time that the Federal Bureau started its investigation relative to hay inspection, a large number of hay grading rules existed in different sections of the country. Based on the grades drawn up by the Bureau for timothy and clover hays, inspections were started about a year ago in various cities throughout the country. After the first year's work the original grades were found to be too technical and consequently a change has been made, the number of grades being reduced from 49 to 29. The men who are doing the actual inspection work throughout the country are licensed by the Federal Bureau. At the present time Federal grades have not been established for Alfalfa and Prairie Hay, but it is expected that grades for these will be established for the 1925 crop.

Note: A resumé of the discussions at the afternoon session of the meeting will be given in next week's issue of "Marketing Activities."

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POTATO MARKET REPORTS TO BE ISSUED FROM HASTINGS, FLA.

Plans are being made to issue market reports on potatoes from a temporary field station of the Federal Bureau of Agricultural Economics at Hastings, Fla., from April 7 to May 15.

FLORIDA'S MARKET NEWS SERVICE

A comprehensive market news service has been developed in Florida by the State Marketing Bureau, Jacksonville, with the cooperation of the Federal Bureau of Agricultural Economics, which makes available to growers and shippers up-to-the-minute market information on Florida products. Special reports on citrus fruits are issued at Orlando, also special reports on celery at Sanford.

Daily reports covering all seasonal products not covered by the special reports, are issued from Jacksonville. This report is sent to the daily press, to county agricultural agents, all shipping associations and organizations, chambers of commerce and such other agencies as can further distribute the market news, and to post masters who will post the reports on their bulletin boards. A daily bulletin covering the Jacksonville market is prepared for the Associated Press, also one covering four principal commodities on any three of the larger terminal markets.

In addition to the regular reports, the State Marketing Bureau is constantly giving special assistance to individual concerns or groups of growers or shippers. Special butter and creamery reports are sent to two large cooperative creameries. Telegraphic day letters covering tomatoes are prepared for the Redland District Chamber of Commerce at Homestead. A number of shippers receive market data by long-distance telephone.

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NEW JERSEY PASSES A STANDARD CONTAINER LAW

A bill has been passed by the New Jersey Legislature making legal the use of the Climax basket. Under the new law it will be legal to use the two-quart, four-quart and twelve-quart Climax baskets as containers for fruit and other farm products. The bill specifies the exact dimensions of the baskets and requires that the size be plainly marked on the outside of each such container. The State Bureau of Markets, Trenton, and the State Department of Weights and Measures were instrumental in drawing up the bill so that it would conform to the standards as proposed by the Federal Bureau of Agricultural Economics. Fines will be the penalty for use of other than standard sizes of Climax baskets or for use of unmarked containers.

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OUTLINE GIVEN OF PRESENT AND PROPOSED LEGISLATION ON STANDARD CONTAINERS

Present and proposed legislation for the standardization of fruit and vegetable containers is outlined in a mimeographed circular prepared by the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics. The circular gives the existing Federal legislation and briefs the standard barrel act and the U. S. standard container act. Conflicting local and State legislation is outlined. Needed Federal legislation is summarized, and the chief provisions given of the pending bill standardizing hampers, round stave baskets and splint baskets.

COOPERATION TO IMPROVE WISCONSIN MILK MARKETING CONDITIONS

Many communities in Wisconsin are confronted with the problem of bettering the milk-marketing conditions and farmers supplying milk to the various cities of the State are organizing for the purpose of bargaining with the buyers and getting fairer prices for their milk. In many such cases the farmers are helped to organize by the Wisconsin Department of Markets, Madison, whose legal department draws up all the contracts which the farmers must sign to become members of the association.

Just recently a new type of organization was formed at Middleton, Wis., with the help of the State Department of Markets, which has for its purpose the bargaining with the condensery located at that place for its supply of milk furnished by association members. The contract, as drawn up by the State Department of Markets, makes it necessary for the members to deliver milk to the condensery under terms agreed upon by its officers who deal with the condensery officials. In case of farmers who break any terms of the contract there is provided a fine of 25 cents per 100 pounds of milk or \$2.50 per 100 pounds of cream. The contract, however, is not one of the so-called long term contracts but is effective only for twelve-month periods. This new type of cooperative bargaining association is expected to prove popular throughout the State where farmers are having difficulty in profitably marketing their milk to city milk companies or condenseries.

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ARKANSAS SPECIALIST PREPARES MARKETING CHART FOR COUNTY AGENTS

The March number of the Extension Cooperator, the monthly publication of the Extension Service of the University of Arkansas, Little Rock, contains a chart of market information particularly for use of county agricultural agents. The chart, which was prepared by Edgar A. Hodson, Marketing Agent, shows the usual shipping season of early potatoes in the principal producing States; the carlot distribution of Arkansas potatoes for the seasons of 1919, 1920, 1921, and 1922; the average price per bushel, 1913-1922; and the farm price for potatoes in Arkansas on June 1, July 1, and August 1 of 1922 and 1923.

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CIRCULAR SUMMARIZES LEGAL DECISIONS REGARDING COOPERATION

A mimeographed circular entitled "Summary of Cases and Decisions on Legal Phases of Cooperation," has just been issued by the Federal Bureau of Agricultural Economics. This is a compilation of legal information pertaining to cooperative organizations, reprinted from State and Federal Marketing Activities, Vol. II, 1922, and Agricultural Cooperation, Vol. I, 1923. Copies of the circular may be obtained from the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, Washington, D. C.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 2843, by Senator Capper, to enable persons in the United States to engage in cooperative purchasing, for importation into the United States of raw commodities which are produced principally in foreign countries.

S. 2844, by Senator Curtis, to place the agricultural industry on a sound commercial basis, to encourage agricultural cooperative associations, and for other purposes. Mr. Aswell introduced a similar bill in the House, H. R. 8108.

H. J. Res. 224, by Mr. Aswell, to investigate the cotton trade and to aid cooperative marketing associations.

H. R. 7965, by Mr. Burtness, to require the labeling of flour in interstate and foreign commerce.

H. R. 8021, by Mr. Rubey, declaring an emergency in respect to certain agricultural commodities, to promote equality between agricultural commodities and other commodities, and to provide for an Export Corporation.

Bills upon which action was taken during the week:

S. 2113, by Senator Harris, providing for cooperation between the Census Bureau and the Department of Agriculture, so that reports of cotton ginned will be published simultaneously with cotton crop reports, which passed the Senate in January, has been passed by the House with amendment. The amendment will change only the title of the bill.

S. 2148, by Senator Norris, to empower certain officers, agents or employes of the Department of Agriculture to administer and take oaths, affirmations, and affidavits in certain cases, was reported out of the Senate Committee without amendment, Report No. 258.

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EXAMINATION ANNOUNCED FOR ASSOCIATE AGRICULTURAL STATISTICIAN

An unassembled examination for Associate Agricultural Statistician at a salary ranging from \$3,000 to \$4,000 a year, has been announced by the United States Civil Service Commission. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination. Receipt of applications will close April 29, 1924.

The duties of this position will be to plan and carry out, under general direction, major statistical investigations involving the use of technical statistical methods; also, in consultation with a superior, to determine matters of policy relative to organization, scope, management, analysis and presentation. Competitors will be rated on education, training and experience and on a thesis or publications.

Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 2, 1924.

Vol. 4, No. 14.

MAINE ARRANGES FOR STATE-FEDERAL HAY INSPECTION

Arrangements for a State-Federal hay inspection service in Maine have been made by the State Division of Markets, Augusta, Me., and the Federal Bureau of Agricultural Economics. This service will be available in time for use with this year's hay crop. One State inspector will be trained in the next class at the Federal Bureau's Hay Standardization Laboratory in Washington. It is expected that this inspector will work principally with the Maine Hay Growers' Exchange. This is a farmers' cooperative organization recently formed, which expects to have over 500 members eventually, mostly located in the southwestern part of the State. The Exchange has already secured a warehouse and necessary railroad transit privileges at Cumberland Center, a railroad junction near Portland, where hay can be stopped off for grading en route from shipping points to final destination.

It is anticipated that additional inspectors will be needed later to grade the crop in other parts of the State, particularly Aroostock County. The Maine Agricultural College, Orono, is also interested in teaching the use of the Federal grades and need for better production methods to the farmers of the State.

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SUMMARY OF FRUIT AND VEGETABLE UNLOADS AT PHILADELPHIA ISSUED

A summary of the 1923 unloads of fruits and vegetables at Philadelphia has been compiled by E. R. Biddle of the Philadelphia office of the Federal Bureau of Agricultural Economics, and issued in mimeographed form. An outline map of the United States, which appears on the cover page, shows the total number of cars of produce received from each State during the year. Philadelphia received fruits and vegetables from all but eight States, Vermont, Rhode Island, Connecticut, South Dakota, Nebraska, Kansas, Oklahoma and Nevada. California shipped the largest number of cars, 7,791. Florida ranked next with 7,361 cars; New York was third with 5,487 cars; and Virginia fourth with 3,004 cars.

Monthly unloads of each of 62 products and comparative figures for the preceding years are given for about a dozen leading fruits and vegetables. Total 1923 unloads of the 62 products were 39,655 cars. Respective States of origin, as well as the monthly unloads from each State, and an estimate of receipts by wagon and truck from New Jersey are included. Comparative State and monthly totals are shown for 1922 in the case of a dozen products.

SEED MARKETING STUDY TO BE MADE IN EUROPE

A study relative to the movement of certain kinds of seed, particularly red clover seed, between European countries, will be made by G. C. Edler, Specialist in Marketing Seeds, Federal Bureau of Agricultural Economics, who sails for Europe, April 18. The real point of origin of red clover seed imported from Europe is a matter of considerable importance in this country. He will endeavor to ascertain along what outlets Bohemian seed finds its way to this country, along what lines Italian seed can economically travel when there is reason for not exporting it directly from Italy to the United States, and whether any seed is at present coming out of Poland or out of parts of Russia adjoining Poland.

Although not a delegate, Mr. Edler will attend the meetings of the International Institute of Agriculture at Rome, May 2-10. From July 7-12, he will attend the International Seed Testing Congress at Cambridge, Eng. This Congress is expected to give careful consideration to seed testing and to seed trade practices and arbitrations of disputes between seedsmen in different countries with the idea of effecting greater uniformity and a better understanding between nations in seed matters.

While abroad Mr. Edler will establish contacts with firms qualified and willing to furnish reliable seed information that can be used in the seed reporting service which the Federal Bureau maintains. Other phases of work to be investigated include determination of earliest dates important kinds of seeds are ready for export, types of cleaning machines used, trade practices recognized by European seedsmen, and cost of producing seed in Europe compared with costs in this country.

His itinerary includes stops in England, Italy, France, Germany, Czechoslovakia, Hungary, Poland, Russia, Denmark, Holland, Scotland and Ireland.

Although Mr. Edler has a pretty full program already outlined, he will be pleased to receive any statements or suggestions from State marketing agencies, or others, regarding the kind of seed information that would be of greatest value to the industry.

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NEW STANDARDS FOR CERTIFIED SEED POTATOES ENFORCED IN MARYLAND

Future requirements for the certification of Maryland seed potatoes will be considerably more rigid than formerly, under the new rules and regulations adopted by the Maryland Seed Certification Board, which consists of the University of Maryland Extension Service specialists in agronomy, horticulture, marketing, pathology and entomology.

Five inspections instead of three, the grading of the entire crop to meet the specifications of U. S. No. 1 and U. S. No. 2 potatoes, the sealing of sacks and the use of certification tags, are among some of the more important changes which will be necessary.

While the new requirements are considerably more rigid than those formerly employed in the State, it is pointed out that certification will henceforth have a much greater value in the eyes of purchasers and should have the effect of broadening the market for Maryland grown seed potatoes.

LIVESTOCK SHIPPING ASSOCIATIONS BEING ORGANIZED IN OKLAHOMA

Livestock shipping problems have been commanding the attention of G. W. Vincent, Livestock Marketing Specialist of the Extension Service of the Oklahoma A. & M. College, Stillwater. Livestock raisers in many counties are desirous of organizing shipping associations. To determine to what extent shipping associations are functioning in the State and to ascertain the exact need for such organizations, a questionnaire was sent to all the county agents. Mr. Vincent also made a study of the operation of some shipping associations in Kansas, Missouri and Illinois and also investigated the terminal markets for livestock at Fort Worth, Kansas City, St. Louis, and Oklahoma City.

In his study Mr. Vincent found that the following reasons were given for organizing shipping associations: (1) To save the local dealer's profit, (2) to enable growers to market a more uniform type of livestock, (3) to build up better interest in the livestock business, and (4) to control the flow of livestock to the terminal markets.

From the questionnaires it was found that associations were functioning in Bryan, Choctaw, Craig, Kingfisher and McCurtain counties. Recently Mr. Vincent has assisted in organizing shipping associations in Okmulgee, Payne, Blaine and Harmon counties. Other counties have requested assistance in organizing.

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ATLANTIC CITY TO HAVE A MODERN FARMERS' MARKET

Atlantic City will have the best equipped farmers' market in New Jersey next summer, according to the State Bureau of Markets, Trenton. Plans for the Market have been completed and the city has appropriated \$8,000 for the erection of market sheds and shelters from which growers can sell their products direct to hotel proprietors and to consumers.

Not only in equipment but in management will the shore resort market be a model. Under management of a commission and a city market director, it will offer the producer, dealer and consumer the best possible facilities for marketing at a low cost. Plans for the modern market development were worked out for the municipality and farmers by the county agent, assisted by State marketing officials.

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GRADING AND PACKING TOMATOES EXPLAINED IN SOUTH CAROLINA BULLETIN

The commercial grading and packing of tomatoes is explained in Extension Bulletin No. 59, published last month by the Clemson Agricultural College, Clemson College, S. C. The bulletin, prepared by F. L. Harkey, Chief of the Division of Markets, and D. D. Whitcomb, Extension Marketing Agent, describes in a very clear way the approved methods of preparing the tomato crop for distant markets. Numerous cuts are used to illustrate the various practices recommended for South Carolina growers.

MARKETING MEN OF MIDDLE ATLANTIC STATES DISCUSS IMPORTANT SUBJECTS
(Cont'd. from last week.)

The afternoon and evening sessions of the annual meeting of the Middle Atlantic States Division of the National Association of State Marketing Officials, held in Philadelphia, March 21, was given over to discussions of poultry, egg and dairy marketing, to city marketing problems and to college and research work in marketing.

The Atlantic Coast Egg Producers' Association was explained by H. B. Walker, manager of the association. This association was organized to aid the producer in securing a fair price for his eggs based on quality. Before the formation of the Atlantic Coast Association prices of nearby and Pacific Coast eggs were about the same the year round; now prices for nearbys are usually higher on equal grades in the summer and fall months.

The State-wide organization of Virginia poultry producers was described by J. H. Meek, Director of the Virginia Division of Markets, Richmond. This is an organization of farmers rather than of commercial producers. Since it was planned to have the eggs go to New York, connections were made with the Atlantic Coast Egg Producers' Association. In this organization, the idea is to handle the eggs at local receiving stations, with payments made according to resulting grades. There are about 7,000 birds to each receiving station. The volume of eggs is increasing rapidly, Mr. Meek stated, and so far the results are more satisfactory to the farm flock men than to commercial producers.

Roy C. Potts, in charge of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, said that the three outstanding facts pointing to progress in egg grades this year are: (1) Greater production than previously, (2) Small profit of storage operators last year on account of heavy supply, with subsequent problems, (3) A growing interest among farmers that the solution to their problem lies in cooperatives.

"Problems Ahead in Dairy Marketing" was the subject of the discussion by R. W. Balderson, Secretary of the Philadelphia Interstate Dairy Council. The problems were enumerated as follows: (1) Organizing and merchandizing the higher grades of butter, (2) Increasing cheese consumption with the right kind and cure of cheese, (3) Recent ice-cream law in Pennsylvania prevents the use of other than dairy products, (4) Entrance of capital into ownership of milk distributing companies and sale of securities to public as a quasi-public utility, (5) Economical distribution facilities, (6) Equalization of price for all producers in a given territory, (7) Equalization of production, and (8) Standards for milk.

E. H. Ladd of Cornell University, Ithaca, in his talk on "The Present Milk Situation in New York," stated that before the war the milk supply of a district was within three miles of railroads. Since the war this has changed because of, (1) Financial stimulus for fluid milk, (2) Development of roads, (3) Development of truck service. Increased consumption of milk

has been due to higher wages, Dr. Ladd stated, the index of which is 220. The problems which need to be studied Dr. Ladd thinks, are: (1) Is there a correlation between rainfall and milk production? and (2) What is the effect of warm weather on production? On consumption?

W. F. Hedden of the Port of New York Authority, New York, addressed the meeting on the terminal marketing studies which he is making in New York City. There is a popular interest in the spread or margin rather than in price fluctuations, he said. The average margin for retailers on 15 fruits and vegetables is 38 per cent. Terminal factors on a high-priced commodity assume 16 per cent of the retailer's dollar. Standardization is a very important factor in any efficient system of terminal handling. Studies are being made to determine absorptive power of market and relation of price, temperature, days of the week, habits of buying, etc., to consumption.

According to H. D. Phillips, Chief of the New York State Bureau of Markets, Albany, city marketing is the largest problem in the whole phase of marketing. His Bureau is conducting city marketing studies in Albany now. One study being carried on is the trucking cost from the railroad in Albany to the wholesale district; another is a study of the peddler system, which is the chief method of distribution in Albany. Peddler markups have ranged from 20 per cent to 400 per cent, mostly 60 per cent to 75 per cent above wholesale prices, he said. A study of the milk situation showed a steady retail price while there was a simultaneous decline in the wholesale price. This condition has been corrected, he stated.

"College Courses in Marketing" was another subject discussed by Dr. Ladd of Cornell University. The first thing a man should have is a thorough training in farm management, Dr. Ladd asserted. Agricultural geography he also considers a necessity. At present Cornell is giving courses in general marketing, agricultural economics, statistics, organized exchanges, and co-operative marketing. Dr. Ladd suggested that future work be added along the lines of: (1) Business management of marketing, (2) Cost of credit, (3) Financial and business policies, (4) Actual grading and inspecting, (5) Accounting for marketing organizations, (6) Statistics - the sources and methods of using, and (7) Research work. In a general discussion which followed, the mutual interests of the colleges and departments were brought out.

W. A. Schoenfeld, Assistant Chief, Federal Bureau of Agricultural Economics, briefly discussed some of the research work in progress at the present time. Every effort is being made to get more of the facts regarding marketing, he said. There is intense interest in crop estimates, statistics, consumption studies and similar material. It is being used in ways never dreamed of a few years ago. With such information, correct conclusions can be drawn much easier than in the past.

A. L. Clark, Chief of the New Jersey Bureau of Markets, Trenton, was elected chairman of the organization for the ensuing year, and W. T. Derickson, Chief of the Delaware Bureau of Markets, Dover, was elected secretary.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the week:

S. 2903, by Senator Shephard, to permit loans under the Federal Farm Loan Act on 60 per cent of the value of permanent, insured improvements.

H. R. 8205, by Mr. Reed of Arkansas, to prevent the sale of cotton and grain in future markets.

H. R. 8231, by Mr. Aswell, amending an act authorizing the Secretary of Agriculture to issue certain reports relating to cotton, and transferring all raw cotton statistical work including reports of cotton ginned, from the Department of Commerce to the Department of Agriculture.

H. J. Res. 230, by Mr. Byrnes of South Carolina, directing the Bureau of the Census to take a census and issue a report showing number of bales of cotton and grades of such cotton now in mills and warehouses, and an estimate of number of bales now held on farms.

S. J. Res. 107, by Senator Smith, for the relief of agriculture.

Bills upon which action was taken:

S. 2112, by Senator Harris, authorizing the Department of Agriculture to issue semi-monthly cotton crop reports and providing for their publication simultaneously with the Department of Commerce, which passed the Senate in January, has been reported out of the House Committee without amendment, Report 384. This bill prohibits the issuance of reports based on farmers' intention to plant cotton.

S. 2148, by Senator Norris, to empower certain officers, agents or employees of the Department of Agriculture to administer and take oaths..... was passed by the Senate.

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NEW BULLETIN PUBLISHED ON EGG MARKETING

"Marketing Eggs" is the subject of Farmers' Bulletin No. 1378, just received from the press by the United States Department of Agriculture. This bulletin, prepared by Rob E. Slocum, Assistant in Poultry Marketing, Bureau of Agricultural Economics, was written as a practical guide to producers, shippers and the egg industry generally, in dealing with every phase of the marketing of eggs. Such subjects are discussed as transportation, the function of cold storage, marketing methods and channels, egg structure and composition, candling, grading and containers.

Copies of the bulletin may be obtained from the Office of Publications, United States Department of Agriculture, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 9, 1924.

Vol. 4, No. 15.

WORK STARTED ON FEDERAL GRADES FOR JOHNSON GRASS HAY

Study of the production and marketing of Johnson grass hay, preparatory to the establishment of Federal grades, will be started this week. E. C. Parker, in charge of hay standardization investigations, Federal Bureau of Agricultural Economics, and K. G. Baker, Marketing Specialist with the Alabama Polytechnic Institute, Auburn, will spend the next few weeks in Alabama, Georgia and Mississippi making thorough observations and studies of production methods and of the practices used in shipping and marketing this variety of hay. The terminal markets of Birmingham and Atlanta will be visited and conferences held there with various representatives of hay dealers' associations to ascertain facts about the markets for Johnson grass hay and for the purpose of obtaining the cooperation of the hay trade in this territory in formulating Federal grades.

While in Alabama Mr. Parker will assist in the organization of investigational work which the Federal Bureau will carry on with the cooperation of the Extension service of the Alabama Polytechnic Institute in determining certain facts about Johnson grass hay essential to the devising of Federal grades for this product. The Alabama Experiment Station has been doing a large amount of work in assisting hay producers to organize shippers' associations and it is therefore believed that the study being made in Alabama will receive the hearty cooperation of many hay producers in that territory.

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TRADE FAVORS ESTABLISHMENT OF FEDERAL GRADES FOR BEANS

The work of the Federal Bureau of Agricultural Economics in drafting specifications for grades for dry beans is receiving the support of trade organizations. The Rocky Mountain Bean Dealers' Association recently voted to assist the bureau in its efforts to establish grades for dry beans. Other associations of bean shippers, dealers and growers in the important bean producing sections of the country, which comprise Michigan, New York, California and several Rocky Mountain States, have shown a favorable attitude toward this line of the bureau's activities.

W. A. Wheeler, in charge of the Hay, Feed and Seed Division of the Federal Bureau is contemplating a western trip in April and May to confer with officials and representatives of all the important bean associations relative to grades and Federal inspection of dry edible beans.

INSPECTION AND STANDARDIZATION ACTS PASSED IN VIRGINIA

Two bills were recently passed by the Virginia Legislature which affect the marketing work in that State. One authorizes the State Division of Markets to establish a voluntary inspection service for agricultural products. This act reads in part as follows:

"In order to promote, protect, further and develop the agricultural interests of this State, the director of the division of markets, with the approval of the commissioner of agriculture, is hereby authorized, when requested by parties financially interested in a lot of any agricultural products, to investigate and certify the quality, condition, grade or other classification of such agricultural product, under such rules and regulations as he may prescribe, including payment of such fee as he deems reasonable for the services rendered or performed by employees or licensed agents of the division of markets of the department of agriculture.

"Certificates of inspection and reinspection issued under this act by authorized agents of the division of markets of the department of agriculture and those relating to the grade, classification, quality or condition of agricultural products issued under authority of the Congress of the United States shall be accepted in any court of this Commonwealth as prima facie evidence of the true grade, classification, condition or quality of such agricultural product at the time of its inspection."

The other bill, in enumerating the powers and duties of the director of the division of markets, authorizes the establishment of official standards for agricultural products and for containers. The law is stated thus:

"He may establish and publish official standards for capacity and marking of open or closed, filled or unfilled receptacles for agricultural products and voluntary official standards for the grade or classification of agricultural products."

Power is given the director to enforce any standardization regulations which he may promulgate "by action or proceedings in any Court of competent jurisdiction."

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NORTH CAROLINA PLANS FOR WOOL POOLS THIS SEASON

A meeting of North Carolina extension workers will be held at Raleigh, April 15, to discuss wool pooling plans for this year. The tentative schedule provides for about 30 pools throughout the State. A wool grader will be employed and the wool consigned to the pools graded according to the Federal standards. V. W. Lewis, Livestock Marketing Specialist with the North Carolina Extension Service, reports that those counties in which producers last year assembled their wool, carefully graded it and held it for the better markets have been nicely rewarded.

SPECIAL TRAIN SERVICE TO BE GIVEN NEW JERSEY TRUCK GROWERS

A special train service has been arranged for truck growers of the northwestern part of New Jersey, through the efforts of the County Agent of Sussex County, and the State Bureau of Markets, Trenton. This transportation project will in effect give the growers an eight-hour service into Newark terminal markets and will be made a permanent feature if farmers give it the necessary support to make it profitable for the railroad.

Need for better transportation service on perishable crops has long been apparent to the marketing specialists. Truck-growing on the muck lands of that section of the State has become a highly specialized business and there is a big demand in the New York City area for the home-grown products. Getting these products to market has for years been a serious problem for the growers. Motor truck service has been tried with varied success, and the original freight schedules were unsatisfactory. The new plans for a fast train service will require the cooperation of the growers in making prompt shipments possible and the railroad agents have indicated that the greater the volume of business given the special train, the better service the road can afford to provide.

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WOOL CORRELATION STUDY PROGRESSING

Three sets of standards showing the U. S. official grades for wool and the corresponding British count numbers have been prepared by the Federal Bureau of Agricultural Economics, in connection with its study of the possible correlation of the two grading systems. One set will be sent to the British Wool Federation at Bradford, England, one set turned over to the U. S. Bureau of Standards, and the third set kept by the Bureau of Agricultural Economics.

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WOMEN'S CLUBS IN NEW JERSEY BUY EGGS DIRECT FROM PRODUCERS

A group of egg producers at Toms River, N. J., have begun to market their eggs direct to women's clubs. The eggs are delivered twice a week to a central point after which the women's organizations handle the eggs for their club members. The eggs are graded to conform with the requirements for "New Jersey Specials" and are inspected and the cartons sealed by a representative of the State Bureau of Markets, Trenton.

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SOUTH CAROLINA MARKETING CHIEF TO RESIGN JULY 1

Word has been received that F. L. Harkey has tendered his resignation as Chief of the Division of Markets, Clemson Agricultural College Extension Service, Spartanburg, S. C., effective July 1.

MISSOURI EGGS TO BE PURCHASED ON GRADE

Plans for buying eggs from producers on grade were worked out at a two-day conference held in St. Louis last week by representatives of the Missouri State Marketing Bureau, the Federal Bureau of Agricultural Economics, and the Missouri Farmers' Association. This association, which operates nine egg-packing plants, voted to buy eggs on a basis of two grades, namely, No. 1 and No. 2. J. M. Borders and F. C. Old of the Federal Bureau, are in Shelbyville, Mo., this week conducting investigations at the Producers' Cold Storage Plant regarding the application of the tentative grades recommended by the Federal Government for buying eggs.

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SOUTH CAROLINA ADOPTS TENTATIVE GRADES FOR WATERMELONS

The grades for watermelons, as recommended by the Federal Bureau of Agricultural Economics, have been tentatively adopted by South Carolina. A close study of the grades will be made by the South Carolina Division of Markets, Spartanburg, with a view to adopting permanent grades another season.

The specifications, as drawn up by the Federal Bureau, provide for three grades, U. S. No. 1, U. S. No. 2, and U. S. No. 3. The grade requirements have been mimeographed by the State Division of Markets and distributed among growers and others interested in the standardization of watermelons.

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FARMERS' MARKET DESIRED AT BURLINGTON, N. J.

Establishment of an organized farmers' market in Burlington, N. J., has been made a feature of the program of activities of the Burlington Chamber of Commerce. Farmers last year asked the city to establish a municipal market, the cost of maintenance to be paid from stall and privilege fees. The plan has been approved by citizens and efforts are being made to find a suitable location for the big mart. The county agent and State Bureau of Markets, Trenton, are cooperating with farmers and city officials in the initiatory work.

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GRAIN MARKETING ORGANIZATIONS IN UNITED STATES

"Producer-Controlled Grain Marketing Organizations in the United States, 1923" is the title of a preliminary report issued recently by the Federal Bureau of Agricultural Economics. The study was based upon 3,029 reports from farmers' business organizations handling wheat, corn, rye, oats, barley and other grains. Copies of the mimeographed report may be obtained from the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, Washington, D. C.

COMMERCIAL CUTS OF MEAT DISCUSSED IN NEW BULLETIN

"Commercial Cuts of Meat" is the title of Department Circular No. 300, now available from the United States Department of Agriculture. This circular, prepared by W. C. Davis, Investigator in Marketing Livestock and Meats, Bureau of Agricultural Economics, discusses the advantages of standardization in general, and the need for standardizing commercial cuts of meats. Commercial wholesale cuts of beef, veal, lamb, mutton and pork are given separate consideration. Charts showing the wholesale and retail cuts of beef, veal, lamb and pork are included.

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NEW JERSEY ADOPTS GRADES FOR CANNERY TOMATOES

The tentative grades for cannery tomatoes, as proposed by the Federal Bureau of Agricultural Economics, have been adopted by the New Jersey State Bureau of Markets, Trenton, and will be in effect this year for canners of that State who desire to buy crops of guaranteed quality. Douglas S. Dilts, grade specialist with the State Bureau assisted the Federal representatives in drawing up the grade specifications.

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LIST SHOWS MARKET NEWS REPORTS ISSUED FROM BUREAU'S BRANCH OFFICES

A list has been compiled of the market news reports issued in mimeographed form at the various branch offices of the Federal Bureau of Agricultural Economics. The reports have been classified according to commodities, the cities from which issued and whether daily, weekly or monthly. Copies of the list may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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PRELIMINARY REPORT DEALS WITH RETAIL PRICE OF POTATOES

An analysis has been made of the retail price of potatoes grown in Maine, Minnesota, Wisconsin and Michigan and sold in Boston, Chicago and Pittsburgh during the season, 1922-23, and the results published in a preliminary report by the Federal Bureau of Agricultural Economics. Copies of the mimeographed report are available for distribution.

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BULLETIN EXPLAINS HOW TO PICK, HANDLE AND EXHIBIT FRUIT

"Picking, Handling and Exhibiting Fruit" is the subject of Circular No. 113, published by the Agricultural Experiment Station of the University of Missouri, Columbia. The bulletin explains the practices to be observed in preparing fruit for either market or exhibit purposes.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced last week:

H. R. 8330, by Mr. Little, authorizing the Secretary of Agriculture to purchase, store and sell wheat..... and to stabilize wheat values.

Bills and resolutions upon which action was taken:

S. 2113, by Senator Harris, providing for cooperation between the Census Bureau and the Department of Agriculture, so that reports of cotton ginned will be published simultaneously with cotton crop reports, was signed by the President, April 2. The companion bill, S. 2112, authorizing the Department of Agriculture to issue semi-monthly cotton crop reports has passed the Senate and is now before the House.

S. J. Res. 98, by Senator Norris, authorizing the President to extend an invitation for the holding of the Third World's Poultry Congress in the United States in 1927, passed the Senate.

S. J. Res. 52, by Senator Jones of New Mexico, which would grant relief to draught-stricken farm areas of New Mexico, has been reported out of the House Committee with amendment, Report 401.

H. R. 7113, by Mr. Haugen, to establish a Dairy Bureau in the Department of Agriculture, has been reported out of the House Committee without amendment, Report 399.

H. J. Res. 202, by Mr. McKeown, for the relief of farm areas of Oklahoma, has been reported out of the House Committee with amendment, Report 438.

H. J. Res. 231, by Mr. Byrnes of South Carolina, directing a census to be taken of bales of cotton now held at various places, was reported out of the House Committee without amendment, Report 406.

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ADDITIONAL MARKET REPORTING STATIONS TO BE OPENED SOON

Plans are being made by the Federal Bureau of Agricultural Economics to open additional market news reporting stations in the near future. From about April 15 to May 15, cabbage reports will be issued from Meggett, S. C., and commencing about May 10 through June 15 potato reports will also be issued from that point. The strawberry season is expected to open in the Chadburn, N. C., district May 1 and market reports will be published until about May 20. It is expected that the issuing of strawberry reports from Judsonia, Ark., and Ripley, Tenn., will commence around May 5 and continue through the month.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 16, 1924

Vol. 4, No. 16.

TESTS TO BE MADE OF U. S. TENTATIVE GRADES FOR CANNERY TOMATOES

A series of comprehensive tests of the United States tentative grades for canning tomatoes will be made in New Jersey during the 1924 season by the State Bureau of Markets, Trenton, and the Federal Bureau of Agricultural Economics. Several large canners of tomatoes and tomato products in that State have agreed to allow the Government representatives to carry on the proposed experiments in their plants during the height of the canning season, so that this study of the grades may be made under actual commercial conditions. Plans are also being made to undertake similar studies in representative tomato canneries in other States.

The tentative grades suggested by the Federal Bureau of Agricultural Economics have been adopted by the New Jersey State Bureau of Markets as standard in that State, and will be in effect this year for canners who desire to make use of them in their transactions in raw stock. At least one New Jersey manufacturer has incorporated them in his 1924 tomato contracts. This canner plans to give the grades a thorough trial and to test their adaptability to commercial practice.

These grades are only in provisional form at present, and it may be that further experience in their use will demonstrate the need for some revisions. It is hoped that the studies to be made this summer will disclose any weaknesses that may exist in the specifications. The purpose of the Federal Bureau in formulating these standards for canning tomatoes is to provide a simple, fair and workable basis for transactions in raw material for canning purposes that will be of benefit to both the canner and the grower.

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PLANS BEING MADE FOR INSPECTION OF COLORADO CANTALOUPE

Arrangements are now being made by the Colorado Inspection Service, Denver, for handling the cantaloupe crop in that State. The inspection of Colorado cantaloupes is controlled by a special law which specifies that all shipments must be inspected and that cantaloupes unfit for food shall not be shipped. Less-than-carlot shipments are not inspected. Leading producers and distributors of cantaloupes are in favor of cooperating with the Federal Bureau of Agricultural Economics in this inspection work, if a better and more careful inspection can be obtained, and it is probable that an agreement will be reached whereby the crop will be inspected jointly by the Federal Bureau and the State.

AMERICAN DELEGATES TO INTERNATIONAL AGRICULTURAL INSTITUTE APPOINTED

Nineteen American delegates to the International Institute of Agriculture which will hold its seventh biennial session at Rome May 2-10 have been appointed by the Department of State on the recommendation of Secretary of Agriculture Wallace. The delegation includes the following:

Dr. H. C. Taylor, Chief, Bureau of Agricultural Economics;
Dr. A. W. Gilbert, Commissioner of Agriculture of Massachusetts;
J. E. Bradfute, President, American Farm Bureau Federation;
Professor W. M. Stevenson, Iowa State College;
Dr. J. G. Lipman, Director, New Jersey Agricultural Experiment Station;
C. W. Holman, Secretary, National Board of Farm Organizations, and
National Milk Producers' Association.
W. J. Robinson, President, Washington Wheat Growers' Association;
B. W. Kilgore, President, American Cotton Growers' Exchange, and
Director, North Carolina State College of Agriculture;
Mrs. Charlotte B. Ware, Secretary, American Committee for the
International Institute of Agriculture;
Dr. Tait Butler, The Progressive Farmer;
E. L. Harrison, Manager, Farmers' Union Cooperatives;
Dr. E. G. Nourse, Institute of Economics;
Dr. Denys P. Myers, Corresponding Secretary, World Peace Foundation;
Lawrence H. Parker, World Agricultural Society;
J. A. Becker, Bureau of Agricultural Economics;
E. A. Foley, Agricultural Commissioner, London;
G. C. Edler, Bureau of Agricultural Economics;
Hon. Myron T. Herrick, American Ambassador to France;
Hon. Henry F. Fletcher, American Ambassador to Italy.

The chief proposal to be made to the Institute by the American delegates is that the Institute encourage the several governments to conduct comparable national surveys concerning agricultural economic conditions throughout their respective areas. Other proposals will deal with the development of studies of farm management, land economics, marketing, and greater use of the telegraph and radio in collecting and disseminating statistics. The admittance of agricultural and other associations as associate members of the Institute will be recommended for consideration, and the Institute urged that American equivalents of weights and measures be used in publications of the Institute distributed in the United States and Canada.

The International Institute is the only international organization to which practically all countries, including the United States, belong and are officially represented. There are now 62 member countries of the Institute which serves as a clearing house in gathering, analyzing and disseminating statistics and general information on world agriculture.

The services of the Institute to American agriculture are distributed through cooperation with the U. S. Department of Agriculture which receives cable, radio and mail advices regularly from the headquarters of the Institute at Rome and also supervises the distribution of the Institute publications printed in English to American libraries, institutions, organizations and private individuals. Matters of immediate importance are distributed by the Department of Agriculture through press releases and radio broadcasts. Through the American representative at Rome, Mr. Asher Hobson, the department keeps in close touch with all the activities of the Institute.

DR. H. C. TAYLOR TO SPEND THREE MONTHS ABROAD

Following the meetings of the General Assembly of the International Institute of Agriculture at Rome, May 2-10, Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics, will attend a meeting at Liverpool of the Association of European Cotton Exchanges. This association is the outcome of conferences held last summer on universal standards for cotton and the meeting at Liverpool May 17 is the first to be held since its organization.

Accompanied by E. G. Parker, a member of the New York Board of Cotton Examiners, and E. A. Foley, the Department's Agricultural Commissioner at London, Dr. Taylor will visit a number of the cotton exchanges in Europe, arriving in Vienna in time to attend the International Cotton Congress to be held there June 12-14 under the auspices of the International Federation of Master Cotton Spinners and Manufacturers Association. J. A. Becker of the Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics, will also attend the cotton congress and deliver two addresses, one on the crop reporting work of the United States, and the other on the effect the boll weevil has had upon cotton production in this country.

Dr. Taylor will then spend a month in England and Scotland studying the agricultural situation of these two countries. He expects to return to the United States by the first of August.

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PLANS OF INTERNATIONAL INSTITUTE ON COOPERATION PROGRESS

The International Institute on Cooperation will hold its first school in August or September, 1925. A preliminary conference will be held in Cleveland, Ohio, August 11, 1924, when the scope and problems of cooperation will be considered and plans made for the meeting of the Institute next year. Organizations other than those now represented on the organization membership will be invited to join the Institute. Committees have been appointed on finance, scope of courses in the Institute and membership. The Organization Committee met April 14 at the Federal Bureau of Agricultural Economics to perfect these plans.

The International Institute on Cooperation is to be in the nature of a school where employees and members of cooperative organizations and students and instructors of agricultural colleges may study all phases of the various kinds of cooperation, including organizations both for the purchase and sale of commodities, mutual farmer insurance companies, and the like.

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U. S. GRADES FOR BERMUDA ONIONS REVISED

U. S. grades for Bermuda onions have been revised and copies of the grade specifications are available from the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics. It is expected that these revised grades will be largely used this season in both Texas and California.

FLORIDA CITRUS GROWERS DISCUSS MARKETING METHODS

Resolutions favoring the adoption of the U. S. tentative grades for citrus fruits, with slight modifications, and Government inspection at shipping points were passed at a recent meeting of Florida fruit growers and shippers held at Orlando, Fla.

Auctions, both of the wire f.o.b. job type and the terminal or receiving market type, were the subject of considerable lively discussion. The job wire auction method of marketing was condemned by a practically unanimous vote. The convention, however, saw no immediate hope of discontinuing the use of terminal auctions, but recommended the gradual withdrawal from them.

Some dissatisfaction was expressed over the relative commission rates charged Florida and California fruit men, following a talk by A. D. Miller, general manager of the New York Fruit Auction Company and formerly connected with the Federal Bureau of Agricultural Economics.

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GROWERS URGED TO USE ONLY PAPER TWINE FOR TYING WOOL

Wool growers are being urged again this year by the Federal Bureau of Agricultural Economics to use only paper twine in tying fleeces for market. Twine made of jute, hemp or sisal sheds fibers that mix with the wool and reduces the value of the cloth made from such wool. Some growers still persist in using undesirable twines, and a considerable quantity of wool tied with fibrous twines is being received in the markets, according to reports from the Boston Wool Trade Association.

It is practically impossible to remove all the twine fibers, whereas particles of paper twine can be entirely removed in the manufacturing process. The fibers of jute, hemp or sisal do not take the dye in the manufacturing process and show up in the cloth, thus reducing the value of the goods.

The Federal Bureau is cooperating with the trade in a campaign to end the use of undesirable twine and to aid wool growers to secure the desirable paper twine.

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SHIPPING POINT INSPECTION GROWS IN POPULARITY IN CALIFORNIA

"California leads the world in standardization" is the slogan which the inspectors of the California Department of Agriculture, Sacramento, have adopted and are trying to live up to. The popularity of shipping point inspection in that State is attested by the fact that over 850 shippers have called for inspections of their products since the beginning of the present fiscal year. The total number of inspections has now passed the 41,000 mark, with prospects of reaching 45,000 before the end of the fiscal year.

OREGON'S GRADING AND INSPECTION LAW BRINGS GOOD RESULTS

Before the potato grading and inspection law became effective in Oregon, potatoes from that State were considered the poorest stock on the Pacific Coast markets, states C. E. Spence, State Market Agent, Portland. Now Oregon potatoes are heading the markets, he says. Previous to the enforcement of the grading, labeling and inspection law, a statement was published from San Francisco that Oregon potatoes were the riskiest stock on the San Francisco markets, and the only way dealers would touch them was on consignment. Growers and dealers have been cooperating with the State Market Agent in enforcing this law, endeavoring to keep the poor stock off the markets. As a result, demand for Oregon potatoes has been greatly increased, and already both growers and dealers are predicting that Oregon will have a future big place in the best markets.

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LARGE MARKETS VISITED IN INTEREST OF FEDERAL HAY GRADES

To promote the use of the new Federal grades for hay and to interest dealers in shipping point inspection of hay, H. H. Whiteside of the Chicago office of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, recently visited the markets at St. Louis, Indianapolis, Louisville, and Cincinnati. Very little objection was raised to the grades at any of the points where Mr. Whiteside discussed the subject with the trade, the consensus of opinion being that the revised grades were much better fitted to the needs of the trade than were the first grades recommended. Several of the large dealers interviewed, who had not been at any of the hearings on the grades, had a misunderstanding regarding them and the inspection service. Mr. Whiteside was able to clear up and satisfy them that their objections to the grades were not well founded.

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OKLAHOMA ADOPTS U. S. WOOL GRADES

The U. S. grades for wool have been adopted by the Oklahoma State Marketing Commission, Oklahoma City, as the standard grades for the State. In the wool marketing work which the State Marketing Commission is undertaking this spring, the U. S. standards will be used in demonstrating to growers the relative difference in quality and value of the different grades.

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MARKET REPORTS TO BE ISSUED FROM MOBILE, ALABAMA

A temporary field station for the issuing of market reports will be opened soon at Mobile, Ala., by the Federal Bureau of Agricultural Economics with the cooperation of the State Markets Division, Montgomery. Cabbage reports will be issued from April 25 to May 30; and potato and cucumber reports from May 15 to June 25.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

S. 3070, by Senator Howell, to reestablish competition in railroad transportation rates.... by limiting the powers of the Interstate Commerce Commission to establishing and prescribing maximum rates only.....

S. J. Res. 112, by Senator Robinson, directing a census to be taken of bales of cotton now held at various places.

H. R. 8551, by Mr. Griest, to amend the Federal Farm Loan Act and the Agricultural Act of 1923.

H. R. 8584, by Mr. Lozier, to amend the Federal Loan Act and fix the highest rate of interest on loans under said act at 4 per cent.

H. R. 8615, by Mr. Brand of Ohio, to establish standard weights for loaves of bread.

H. R. 8617, by Mr. Brand of Ohio, to prevent the sale of cotton and grain in future markets.

Bills upon which action was taken:

H. R. 7113, by Mr. Haugen, to establish a dairy bureau in the Department of Agriculture has been passed by the House.

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REPORT SHOWS FUNDS FOR EXTENSION WORK IN AGRICULTURE

The total amount allotted for cooperative extension work in agriculture in the United States for 1923-24, according to a report just issued by the United States Department of Agriculture, was approximately \$19,149,450, of which the Federal Government contributed \$5,880,000 under provisions of the Smith-Lever Act. In addition, Congress by direct appropriation to the Department of Agriculture made available in round numbers, \$1,284,450 for farmers' cooperative demonstration work and \$30,000 for extension work by the several bureaus of the department, making a total from Federal sources of \$7,194,450.

The remaining \$11,955,000 was derived from sources within the States, including \$5,324,000 appropriated by the State legislatures and funds under control of the State agricultural colleges, \$5,743,000 provided by the different counties, and \$888,000 from other sources, mostly local.

This report of the sources, amounts and allotment of funds for cooperative extension work in agriculture is contained in Department Circular No. 306, and may be secured from the United States Department of Agriculture, Washington, D. C.

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STATE AND FEDERAL MARKETING ACTIVITIES

LIBRARY

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

Washington, D. C.
April 23, 1924.

Vol. 4, No. 17. 7

CALIFORNIA COTTON CLASSING SERVICE TO BE ENLARGED

The Cotton Classing Service which the California Department of Agriculture, Sacramento, started last year will probably be extended this coming season by the employment of three additional cotton classers. The State Department will send W. H. Hughes, who was employed last year in classing cotton for a number of California firms, to Washington and New York City, during May and June, to study in the laboratories of the Federal Bureau of Agricultural Economics, familiarizing himself with the details of the application of the present cotton standards.

At a State-wide meeting of California cotton interests, held in March, an organization was formed which it is believed will do much to stabilize the cotton industry in California. Much interest is being shown by growers in planting one variety of cotton in a locality. At this meeting requests were made that the California Department of Agriculture furnish three additional classers for the 1924 cotton season.

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RURAL MAIL CARRIERS TO ASSIST IN ACREAGE SURVEY

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Rural mail carriers are to be used by the Federal Bureau of Agricultural Economics in making an acreage survey of crops. The marked success of the pig surveys made through the rural carriers during the last few years suggested the further use of this method in making an acreage survey. The Post Master General has consented to the employment of the rural carriers in this new project, and accordingly, nearly a million survey cards covering all of the important crops grown in the country will be prepared and sent out to the carriers the latter part of August. It is expected that the returns will be tabulated in time for use in making the final acreage estimates for the year in December.

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NEW MARKETING CHIEF APPOINTED IN NORTH CAROLINA

George R. Ross has been appointed Chief of the Division of Markets, North Carolina Department of Agriculture, Raleigh, to succeed E. F. Brown who is now giving his entire time to his duties with the North Carolina State College of Agriculture. Mr. Ross, who is a native of North Carolina, a graduate of the State College of Agriculture and a farmer of wide influence, began his new duties April 1.

BEAN WAREHOUSE HEARINGS ANNOUNCED

Hearings on the tentative regulations for the warehousing of beans under the U. S. Warehouse Act will be held by the Federal Bureau of Agricultural Economics in the important bean producing sections of the country. These hearings are being held in order to secure from growers, dealers, warehousemen and bankers constructive criticism regarding the practicability of the regulations. Hearings are scheduled at the following points:

Rochester, N. Y., April 30,
Lansing, Mich., May 1,
Denver, Colo., May 5,
Twin Falls, Idaho, May 8,
San Francisco, Calif., May 12,
Los Angeles, Calif., May 15.

H. S. Yohe, in charge of the administration of the U. S. Warehouse Act, and Paul M. Williams of the Warehouse Division, Federal Bureau of Agricultural Economics, will conduct the hearings.

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NEW MARKET REPORTING PLAN TO BE TRIED IN WISCONSIN

The Wisconsin Department of Markets, Madison, plans an innovation in the collecting of market information in connection with its reporting of the Milwaukee market. In the past, reports from Milwaukee have been received by mail. In order that farmers, dealers and other interested persons may have up-to-the-minute information, the mail reports are to be replaced by a special radio telegraph report sent from Milwaukee each morning to the radio broadcasting station which the State Department maintains at Stevens Point. The reports will be broadcast immediately upon their receipt. Conditions on the Milwaukee market will thus be made available throughout the State within a few minutes after the markets are quoted. This work is to be done in cooperation with the Milwaukee Produce and Fruit Exchange and the Milwaukee Livestock Exchange.

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FIVE TALKS PREPARED FOR RETAIL MEAT DEALERS

"How does your store compare with others?" That is the question which the Cost of Marketing Division of the Federal Bureau of Agricultural Economics is asking retail meat dealers. Points to be considered in comparing one store with another are brought out in the first of a series of five talks to retail meat dealers, which has just been prepared and released in the form of mimeographed booklets. The subjects of the other talks are as follows: (2) Population: Its Effect on Your Profits; (3) Save in Wages; (4) That Question of Turnover; (5) Compute Expenses as Percentages of Sales. Copies of these talks may be obtained from the Cost of Marketing Division, Federal Bureau of Agricultural Economics, Washington, D. C.

PRACTICE OF RETURNING CONTAINERS TO FARMERS STUDIED IN NEW JERSEY.

The practices followed by receivers in different markets in respect to returning to farmers the containers used in handling home-grown fruits or vegetables is being investigated by the New Jersey State Bureau of Markets, Trenton. Practically all the produce brought into Philadelphia from southern New Jersey is hauled by truck or wagon in open five-eighths bushel hampers, this container being used for all commodities. Upon delivery of the produce to the receiver, the farmer gets an equal number of baskets in return or a cash allowance for his baskets. During the past winter a movement was started among the commission men to do away with this practice, and an agreement was made that it should be discontinued on April 1. This decision met with considerable opposition on the part of New Jersey growers, and efforts have been made to bring about conferences with the receivers with a view to obtaining abrogation or modification of the agreement. In order to ascertain the facts, the New Jersey Bureau is seeking information of the practices in different markets.

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TWO NEW MARKETING COURSES OFFERED AT SOUTH DAKOTA STATE COLLEGE

Two new courses along marketing lines are being offered this year for the first time at the South Dakota State College of Agriculture and Mechanic Arts, Brookings, S.D. M. R. Benedict, Professor of Farm Economics, is giving a course in Cooperative Management, which takes up the methods of organizing cooperative associations, legal aspects of the problem, State laws relating to cooperative associations, finance, meeting competition, maintaining loyalty, advertising, etc.

Accounting Methods for Cooperative Associations is the subject of the second course. This takes up first a brief survey of double entry bookkeeping and then proceeds with the consideration of specific records for cooperative associations in various lines of commodity marketing, going into cooperative elevator bookkeeping most extensively as a basis for the work in other lines of cooperation. This course is being given by R. D. Post of the Department of Farm Economics.

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FLORIDA GROWERS WILL USE U. S. TENTATIVE GRADES FOR PINEAPPLES

The tentative grades for pineapples prepared by the Federal Bureau of Agricultural Economics will be used this season by Florida growers in preparing their fruit for market. It is estimated that 300 cars will be shipped from the East Coast section, the movement starting May 15 and lasting until July 15. The Florida Pineapple Growers' Association recently voted to have its entire tonnage inspected by State-Federal inspectors, if such a service was made available. Cars will be loaded at three points, Delray, Stuart, and Ft. Pierce. At Stuart, the heaviest point, all the fruit will be packed by a grading and sizing machine, the first ever used in Florida.

ALFALFA HAY MARKETING PROBLEMS BEING STUDIED

Hay grading problems are constantly being studied by the Federal Bureau of Agricultural Economics. R. E. Hathaway of the Hay, Feed and Seed Division, is now on an extended trip in the more important alfalfa hay producing areas of the Southwest and of the Pacific Coast States, studying the methods of grading now employed by local, State and National hay marketing associations. Information is being obtained from both producers and consumers. Data will be collected on other important factors that affect the market value of alfalfa hay. The data collected will be supplementary to information obtained by investigations in other alfalfa producing sections of the country as well as to experimental work in the Hay Standardization Laboratory which the Bureau maintains in Washington. This material will be used in formulating Federal grades for alfalfa hay.

Included in Mr. Hathaway's itinerary are Kansas City, Denver, and various points in Texas, New Mexico, Arizona, California, Oregon and Washington.

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ACCREDITED HATCHERIES A BIG FACTOR IN WISCONSIN POULTRY BUSINESS

Wisconsin hens put thirty-three million dollars in the farmers' pockets last year and this amount bids fair to increase greatly if the present interest in the poultry business continues. A big factor in this advance in the business is the accrediting of hatcheries of which the Wisconsin Department of Markets, Madison, is in charge. Last year 54 Wisconsin hatcheries were found after inspection to meet the requirements for a State Accredited Hatchery, this number being an increase of 14 over the previous year. Over 100,000 hens were passed as fit for breeding purposes and 2,000,000 chicks will be available for Wisconsin farmers from inspected flocks.

The accrediting of a hatchery means much to the purchasers of eggs and it is evidently meeting with their approval as most of the hatcheries have their entire output completely sold and many are discontinuing all advertising as old customers are taking their output.

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NORTH DAKOTA BULLETIN DISCUSSES DOCKAGE IN WHEAT

"Dockage in Wheat in North Dakota" is the subject of Bulletin No. 172, just issued by the Experiment Station of the North Dakota Agricultural College, Agricultural College, N. D. In this bulletin, Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, gives facts regarding the dockage in wheat from Foster County, and shows that through reduction of dockage and foreign material other than dockage farmers can receive increased returns. Data used in the bulletin were collected from five farmers' elevators handling grain from Foster County, from questionnaires returned by 248 farmers' elevators in other parts of the State and from the Federal Bureau of Agricultural Economics.

MICHIGAN STATISTICIAN EXPLAINS CROP REPORTING WORK IN OTHER STATES

During the months of February and March, Verne H. Church, Agricultural Statistician for Michigan, was relieved of his duties in Michigan in order to assist the Office of Extension of the United States Department of Agriculture in addressing meetings of Extension workers in several States regarding crop reporting work. The object of these meetings was to impart a better understanding of the methods used in collecting and utilizing crop data, developing plans for a more thorough use of crop statistics in shaping agricultural programs and policies, and securing suggestions for improving the information and material now being assembled. The States visited in connection with this work were: Indiana, Illinois, Missouri, Nebraska and Minnesota. During Mr. Church's absence O. L. Danson, Assistant Agricultural Statistician for Illinois, had charge of the Lansing office. Mr. Church resumed his regular duties on April 1.

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NEW SHIPPING POINT INSPECTION WORK STARTED

Shipping point inspection work is getting into full swing and new deals are being started frequently by the Federal Bureau of Agricultural Economics. Inspections are being made from Mobile, Ala., on cucumbers, cabbage and beans, with the cooperation of the Alabama State Division of Markets. Onion inspections are available to Texas growers at both Laredo and Asherton, Tex. At Jackson, Miss., truck growers are having their beans, cabbage, potatoes, beets and other small vegetables inspected.

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PLANS MADE FOR ADDITIONAL MARKET NEWS STATIONS

Plans are being made by the Federal Bureau of Agricultural Economics to issue market reports on strawberries from Bowling Green, Ky., from May 12 to May 31, and from Monett, Mo., from about May 19 to June 14. From Crystal Springs, Miss., cabbage reports will probably be issued from May 15 to June 10, and tomato reports from June 1 to June 30. Cantaloupe reports will be issued from Brawley, Calif., from May 26 to July 12.

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HEAD OF FEDERAL COTTON MARKETING WORK TAKES UP NEW ACTIVITIES

W. R. Meadows, who has been in charge of the Cotton Division of the Federal Bureau of Agricultural Economics since 1920, has transferred to the U. S. Department of Commerce where he will be Assistant Chief of the Textile Division. Arthur W. Palmer has been designated as Acting in Charge of the Cotton Division. Mr. Palmer has been connected with the work of the Cotton Division, both in the field and in the Washington headquarters, since 1920.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3091, by Senator McNary, creating a Federal agricultural export commission.

S. 3107, by Senator Heflin, to amend the U. S. cotton futures act.

S. 3113, by Senator Capper, creating a Federal cooperative marketing bureau to certify, supervise and link together the various types of cooperative marketing organizations.

H. R. 8660, by Mr. Buchanan, providing for the establishment in the Bureau of Agricultural Economics, of an inspection, classification, and certification service of agricultural products of the United States.....

H. R. 8679, by Mr. Williams of Michigan, to establish a Federal system for the cooperative marketing of agricultural products.....to create a Federal marketing board.....

H. R. 8688, by Mr. Little, to authorize the Secretary of Agriculture to purchase wheat at the farmer's home market town, instead of on the Chicago Board of Trade, and to store, sell and export that wheat.

Bills and resolutions upon which action was taken:

H. R. 7111, by Mr. Ketcham, which promotes the sale of farm products abroad....., has been passed by the House and referred to the Senate Committee.

S. J. Res. 52, by Senator Jones of New Mexico, for the relief of farm areas in New Mexico. The Senate disagreed with House amendments and a conference was requested.

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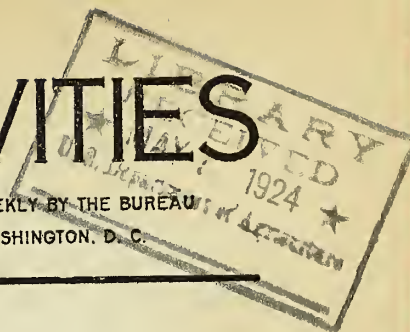
SERIES OF ARTICLES ON COOPERATION APPEARING IN MICHIGAN PAPER

A series of articles on "Cooperation," written by J. T. Horner, Associate Professor of Economics, Michigan Agricultural College, East Lansing, is appearing in The Michigan Farmer. The first article, "The Beginnings of Cooperation" tells how the cooperative idea started and the two general lines along which it developed. Following this is a short story about consumers' cooperation. Agricultural cooperation is then dealt with more directly and farmers' marketing problems given particular attention.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



April 30, 1924

Vol. 4, No. 18.

WISCONSIN MARKETING ORGANIZATIONS FORM A STATE-WIDE COUNCIL

A conference on cooperative marketing, held in Madison, Wis., last week, resulted in the formation of a permanent council of State-wide cooperative marketing organizations. The council will be composed of two representatives from each cooperative marketing agency now functioning in the State, such as those that now exist for marketing American cheese, foreign cheese, cranberries, fruits, livestock, market milk, manufactured milk, butter, and tobacco. Provision is made for additional members to the council as new organizations are established. This council will be the clearing house for all cooperative information and will band together all factors for the sound development of farmer-controlled cooperative marketing practices.

The conference was called, not only for the purpose of organizing a council, but to discuss important marketing subjects, such as the progress of the cooperative movement in Wisconsin, and its accomplishments and failures, and to determine the part the State should take in the organization, promotion, and formation of new cooperative marketing associations. The recent research conducted by the University of Wisconsin of the possible opportunity of putting other commodities on the cooperative basis was also discussed.

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NEW HAY INSPECTOR'S HANDBOOK ISSUED

A new Hay Inspector's Handbook has just been issued by the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics. The book is in two parts, the first part covering the administrative work of Federal hay inspectors, and the second part being an explanation of the Federal hay grades and the methods of their application, with a description of principal grasses and clovers and some of the weeds that are sometimes confused with grasses and clovers. The book is mimeographed in loose-leaf form so that pages may be reissued or amended as desired.

The entire Handbook is being distributed only to Federal hay inspectors, but a few extra copies of the second part have been prepared which will be distributed to persons having a particular interest in the hay grading work.

FORMER SECRETARY OF OKLAHOMA STATE MARKET COMMISSION REAPPOINTED

Ed. C. Dustin has again been appointed as Secretary of the Oklahoma State Market Commission, Oklahoma City, superseding Joe Jene Matlock. Mr. Dustin was Secretary of the State Market Commission previous to Mr. Matlock's appointment, so is well familiar with the work of the commission and the problems of Oklahoma farmers.

Other changes in the personnel of the Commission have been made recently. Mrs. J. L. Landrum has been appointed to assist with the egg and poultry marketing work. Mrs. Landrum was formerly head of the home economics division of the Texas State Board of Agriculture. John W. McCracken has been added as a Field Agent.

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SURVEY BEING MADE OF NEW JERSEY CANNERIES

A survey of the canning industry in New Jersey is being made by the New Jersey State Bureau of Markets, Trenton, under the direction of Douglas S. Dilts, to determine the status of the canneries. Among the salient facts to be shown by the survey will be the amounts of different fruits and vegetables used in the 1923 season by New Jersey canneries; the selective tendency of the trade toward any particular product; increase or decrease in volume of output, and price comparisons. About fifty firms are cooperating with the Bureau of Markets in the collection of facts and figures. The last survey of this character was made by the State Department of Labor in 1918.

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EFFORT BEING MADE TO COORDINATE EXTENSION WORK IN MARKETING

Effort is being made to coordinate the marketing work of the State Extension Services more closely with that of the Federal Bureau of Agricultural Economics. The programs of work submitted by the Directors of Extension for the coming year are being referred to specialists of the Bureau of Agricultural Economics for comments, suggestions and criticism. It is expected that this will result in bringing before the State extension forces a better idea of what assistance the Federal Bureau can give in field work in marketing, farm management and community advancement programs.

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NEW JERSEY SWEET POTATO INDUSTRY EXPLAINED IN BULLETIN

"Costs, Profits and Practices of the Sweet Potato Industry in New Jersey, 1922," is the subject of Circular No. 70, just published by the New Jersey State Department of Agriculture, Trenton. The bulletin was compiled by Harry B. Weiss, Chief of the Bureau of Statistics and Inspection, and Allen G. Waller, Specialist in Farm Management Research, New Jersey Agricultural Experiment Station.

WYOMING SHEEPMEN LEARN HOW TO GRADE AND VALUE WOOL

In the interests of improving the wool industry in Wyoming, specialists of the Extension Service of the University of Wyoming, Laramie, are endeavoring, through demonstrations, to teach sheepmen the difference between sheep that produce good fleeces and those that produce poor ones. Demonstrations at the shearing sheds have been of great value. A number of fleeces are weighed as they are taken off by the shearers. The fleeces are valued and the grower is shown why some of the fleeces are of inferior quality. Growers are also taught how to select the best fleeces while they are still on the sheep. A number of the best sheep are marked and then sheared and their fleeces weighed. Another group that the demonstrator considers very low producers are also selected and sheared. The difference in value between the high producers and the low producers gives a very plain object lesson of the ability to select the best fleeces. During the shearing-shed demonstration, the grower is also taught how to sort the fleeces into grades.

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NEW COOPERATIVE MARKETING LEGISLATION PASSED IN SOUTH CAROLINA

Two laws of special interest to South Carolina cooperative marketing associations have recently been enacted by the legislature of the State. One of the new laws requires that tobacco sold in the State must be sold in the name of its true owner, and the second provides for the recording of the contracts and lists of members of cooperative associations in each county, that such filing may serve as notice to all persons who would deal with members. It is expected that the latter mentioned law will be of considerable assistance in protecting cooperative associations and their members from interference by persons who might wish to discredit the selling activities of the organization by inducing members to break their contracts.

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PUBLICATIONS OF FEDERAL BUREAU OF AGRICULTURAL ECONOMICS LISTED

The list of publications issued by the Federal Bureau of Agricultural Economics on market, crop and farm management subjects, has been revised. Mimeographed copies of the list may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D C.

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ONION MARKETING METHODS DISCUSSED IN NORTH DAKOTA BULLETIN

Methods of harvesting, curing, storing and marketing onions are discussed briefly in Bulletin No. 173, "Onion Growing in North Dakota," recently issued by the Experiment Station of the North Dakota Agricultural College, Agricultural College, N. D.

PAMPHLET OUTLINES WORK OF OKLAHOMA STATE MARKET COMMISSION

E. H. Linzee, State Grain Inspector, Oklahoma City, has recently compiled an interesting pamphlet giving information concerning legislation enacted in the interests of the farmers of Oklahoma. In his explanation of the work of the State Market Commission, Mr. Linzee says:

"This commission was created for the purpose of assisting farmers in the marketing of fruits, vegetables and other farm products by keeping the shipper in close touch with conditions at the different markets, by helping to organize cooperative shipping associations, and furnishing shippers information on grading, packing and preparing different commodities for market. Agents of the commission are maintained in marketing centers of the State to direct the sale of Oklahoma products and protect the interests of the shippers.

"A produce man is employed whose duty it is to study the markets and marketing conditions and to furnish the shipper with the names of reliable dealers or consumers' associations, keep them posted on the best markets for certain commodities and to prevent them from shipping to a market that may be flooded.

"Field men are provided to help in organizing cooperative shipping associations, and in carrying on the work after organized. These men assist during the shipping season in the grading, packing and shipping of farm products.

"A monthly free bulletin is issued which contains information of interest to the farmer, stockman and poultry raiser and carries "Want and For Sale" notices for any farm products. This bulletin has a circulation of over 16,000."

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MUCK-LAND SURVEY TO BE MADE IN NEW YORK STATE

Because of the acute marketing problems of growers in the muck-land district of New York State, a survey of muck-land crops is to be made this season by the State Department of Farms and Markets, Albany, in cooperation with the New York State College of Agriculture, the State Farm Bureau, and the Federal Bureau of Agricultural Economics. Data will be secured showing the area of muck-land in New York State under cultivation, and the acreage planted to lettuce, celery, onions, carrots, and miscellaneous crops.

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U. S. GRADES PREPARED FOR BUNCHED TURNIPS, CARROTS AND BEETS

U. S. Grades for bunched turnips, carrots and beets have been prepared by the Federal Bureau of Agricultural Economics. Copies of the grade specifications may be obtained from the Fruit and Vegetable Division of the Federal Bureau, Washington, D. C.

EXAMINATION ANNOUNCED FOR ASSISTANT AGRICULTURAL ECONOMIST

An assembled examination for Assistant Agricultural Economist has been announced by the United States Civil Service Commission for May 21. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at salaries ranging from \$2,400 to \$3,000 a year. Applicants will designate on the application form which of the following optional subjects they desire to be examined in: (1) Farm organization and cost-of-production studies, (2) Farm financial relations, (3) Agricultural history, (4) Land economics, (5) Farm life studies, and (6) Foreign competition and demand.

Competitors will be rated on the following subjects: (1) Mental test, (2) Practical questions, relating to agricultural economics generally, and specifically to the optional subject selected by the applicant, (3) Thesis or discussion submitted on the day of examination, and (4) Education, training and experience.

Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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BOSTON FOOD SUPPLY BULLETIN

Every city should know something concerning its food supply, since practically one-third of every family budget is spent for food. It is a matter of great importance to the thickly congested city of Boston that efficiency be practiced in the marketing of food products in order to eliminate every possible opportunity where wastage may occur.

"Receipts and Sources of Boston Food Supply" is the title of a thirty-eight page mimeographed circular recently issued by the Massachusetts Division of Markets. There are no accurate data as to the quantities of all foodstuffs that move into or out of Boston, but the more pertinent facts regarding principal commodities are related briefly in the report. Copies of the circular may be secured by addressing the Massachusetts Division of Markets, 136 State House, Boston, Mass.

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REPORT SHOWS MARGINS, EXPENSES AND PROFITS IN RETAIL MEAT STORES

The margins, expenses and profits in the retail meat trade in Chicago, Cleveland and New York City, from March, 1923 to February, 1924, are discussed in a preliminary report just issued by the Cost of Marketing Division of the Federal Bureau of Agricultural Economics. Data were collected from 143 stores located in the three cities for the one-year period. All figures were taken from periodic reports based on a standardized system of book-keeping which was installed and supervised by accountants employed in the interests of the study. There were practically no differences in costs between the three cities except those due to differences in the sizes of the stores which were making reports.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the week:

H. J. Res. 250, by Mr. Brand of Georgia, to stimulate crop production in the United States.

H. R. 8814, by Mr. Voight, creating a corporation to sell wheat abroad and to be capitalized at \$50,000,000 to be subscribed by the Government.

Bills and resolutions upon which action was taken:

H. R. 7220, the "Agricultural Appropriation Bill," passed the House on April 24, carrying a total appropriation for the Department of Agriculture of \$56,586,745. The total for the Bureau of Agricultural Economics is \$4,227,364 (exclusive of the appropriation of \$178,900 for the operation of Center Market.) The only change made on the floor of the House in the items covering the Bureau was the addition of \$25,000 to the item for the inspection service and the inclusion of "cotton" among the commodities upon which inspections may be made and certificates issued. It is expected that the bill will be taken up for consideration in the Senate Committee at an early date.

S. 1642, the "Norris-Sinclair Bill," which provides for a Government corporation to handle agricultural commodities, was reported out of the Senate Committee with amendments - report 463.

S. 2112, by Senator Harris, authorizing the Department of Agriculture to issue semi-monthly cotton crop reports and providing for their publication simultaneously with the cotton ginning reports of the Department of Commerce, has been sent to the President for signature.

S. 626, by Senator Caraway, to prevent the sale of cotton and grain in future markets. - the committee was discharged from further consideration of this bill and the measure was placed on the calendar.

S. J. Res. 52, by Senator Jones of New Mexico, granting relief for drought-stricken areas in New Mexico, has been sent to the President for signature.

S. J. Res. 231, by Mr. Byrnes of South Carolina, directing a census to be taken of bales of cotton now held at various places, has been passed by the House and referred to the Senate Committee.

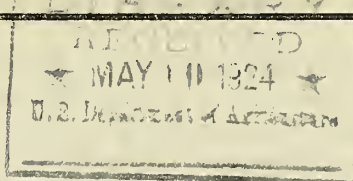
H. R. 5563, the "McNary-Haugen Bill," has been favorably reported from the Agricultural Committee of the House with amendments.

H. R. 7111, by Mr. Ketcham, which is designed to promote the sale of farm products abroad....., has been reported out of the Senate Committee without amendment, report 448.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 7, 1924



Vol. 4, No. 19.

STATE-WIDE EGG BUYING PROGRAM LAUNCHED IN MISSOURI

A State-wide egg grading campaign is being waged in Missouri again this season. The State Marketing Bureau, Jefferson City, has been endeavoring for some time to place Missouri eggs before the public. Last year egg candling and grading demonstrations were held among producers. This year efforts will be made to have all eggs purchased according to the tentative egg-buying grades recently worked out by the State Marketing Bureau, the Missouri Farmers' Association and the Federal Bureau of Agricultural Economics. The 400 local egg buying exchanges of the Missouri Farmers' Association, which are scattered throughout the State, will make all its purchases according to the suggested grades. Local egg dealers throughout the State are also taking action along this line.

It is proposed that a differential of not less than five cents a dozen shall be established between the two buying grades. Producers of livestock, grain, cotton, wool, fruits and vegetables, and other farm products, are paid in all parts of the United States according to the quality of the product offered on the market, but not until now has a program for buying eggs on a graded basis actually been put into effect.

The State Marketing Bureau is of the opinion that egg producers throughout the State will approve of the new buying grades and price differential. Much improvement in the quality of eggs produced on the majority of farms in Missouri has been noted during the past three years as a result of the intensive work in behalf of better quality as carried out by the State Marketing Bureau in cooperation with the farmers. Producers in many sections of the State have been demanding a program of the sort that seems now quite certain to be permanently established.

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BUFFALO FEED PRICES INCLUDED IN NEW YORK FEED MARKET REPORTS

Because of the importance of Buffalo, N. Y., as a feed producing center, the New York State Department of Farms and Markets, Albany, is incorporating in the feed report issued in cooperation with the Federal Bureau of Agricultural Economics, local Buffalo prices for the principal feedstuffs. It is thought that this will enable buyers located in territory adjacent to that market to determine whether it is more advantageous to secure their requirements from the West or from Buffalo mills or dealers. The feed report is steadily gaining in popularity, according to officials of the State Department.

COOPERATIVE MARKETING EXPLAINED TO BUSINESS MEN

"The farmer can not solve his marketing problems by individual effort, neither is cooperative marketing a panacea for all the farmer's marketing difficulties," declared Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics, in an address at the annual meeting of the Chamber of Commerce of the United States held at Cleveland, Ohio, May 6. Mr. Tenny pointed out that the farmer is essentially a manufacturer and is confronted with the same marketing problems as the manufacturer of any product.

"The farmer has the same right to control and solve these economic questions as have other business men," Mr. Tenny said. "Individual effort can not solve them and group action is involved. It is not only necessary that the right of the farmer to organize be accepted morally, but that this right be recognized by law. The Capper-Volstead Act, recently passed by Congress, gives producers the privilege of combining to do for themselves what any manufacturing corporation has always had the right to do, namely, to handle in a wholesale way the output of their production plants."

Cooperative marketing among farmers must be considered in the light of and judged by the results accomplished through cooperation, Mr. Tenny pointed out, and then as a proof that cooperative marketing is producing satisfactory results he stated that during the year 1923 a total business amounting to over \$2,200,000,000 was handled in the United States through cooperative associations.

In pointing out some of the dangers in connection with cooperation, he emphasized the fact that the economic situation affecting the farm people of the country is largely based on world conditions and that the price of many of the agricultural products is based on these world factors.

In conclusion, Mr. Tenny pointed out that the essentials of successful cooperation include organization along commodity lines, the obtaining of sufficient tonnage definitely secured by legal contracts, the securing of able, honest business administrators, and a complete and satisfactory financing plan, and the incorporation into the whole scheme of a few simple fundamental cooperative ideas.

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OHIO PLANS A RURAL PROGRAM

Ohio's rural program, recently drawn up by specialists of the College of Agriculture, Ohio State University, Columbus, with the cooperation of farmers themselves, includes marketing as one of the eleven leading problems of the State. Ohio agriculturists consider that it is of first importance that producers appreciate the importance of quality in the product. Without this realization attempts to grade and standardize fail, and without strict grading and standardization no new marketing system can displace the old. It is proposed to hold all over the State, local grading schools and demonstrations stressing market demands.

SHIPPING POINT INSPECTIONS PASS THE 100,000 MARK

More than 100,000 inspections of fruits and vegetables were made at shipping points during the period July 1, 1923 to March 31, 1924. Of this number, 98,975 inspections were made cooperatively with the 24 States with which the Federal Bureau of Agricultural Economics has had cooperative agreements. Straight Federal inspections numbering 1,910 were made in Arizona, Indiana, Kansas and Missouri. The following table shows the number of State-Federal inspections made in the respective States:

California.....	41,217	New York.....	1,362
Colorado.....	9,729	North Carolina....	166
Delaware.....	50	Ohio.....	169
Florida.....	5,223	Oregon.....	118
Georgia.....	330	Pennsylvania.....	272
Idaho.....	16,923	South Dakota.....	368
Illinois.....	112	Texas.....	2,437
Massachusetts.....	6	Utah.....	1,584
Montana.....	305	Virginia.....	130
Nebraska.....	4,279	Washington.....	11,487
Nevada.....	34	West Virginia.....	227
New Jersey.....	719	Wisconsin.....	1,728

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KANSAS EGGS TO BE BOUGHT AND SOLD ON GRADE

Extension specialists of the Kansas State Agricultural College, Manhattan, are showing much interest in the egg grading and marketing movement which is sweeping over the State. A petition to buy eggs on a graded basis is now being circulated by the Kansas Egg Shippers' Association in an endeavor to secure signatures of 50 per cent of the car-lot shippers. The extension specialists are pointing out to producers the advantages to be had by marketing eggs on grade, and showing why the rapid growth in the egg industry within the past couple of years necessitates extreme care in preparing the product for market.

The producer who makes the greatest profit from his poultry this year is the one who is not only an expert in the economical production of eggs and poultry, but who also has studied carefully the needs of the trade and marketing of his produce, Professor Payne of the Poultry Department, recently told the poultrymen.

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PENNSYLVANIA ISSUES A GRADE BOOKLET

General Bulletin No. 381 recently issued by the Pennsylvania Department of Agriculture, Harrisburg, contains the grade specifications for apples, potatoes and wheat, recently adopted by the State Department as standard for Pennsylvania.

WOOL GRADING EXTENSION SCHOOLS CONTEMPLATED

Because of the great interest being shown among county agricultural agents and others regarding wool grading and marketing, the Federal Bureau of Agricultural Economics is contemplating holding wool grading demonstration schools in a number of the States to instruct extension workers in the application of the U. S. standards for grades of wool. The work will be carried on in cooperation with the Extension Services at the State Agricultural Colleges.

It is proposed to make these schools two-day affairs and to limit the number of students to 15 or 20, these to be selected by the Director of Extension. As a means of stimulating the importance of grading and the dispensing of education through the extension agents, the Federal Bureau of Agricultural Economics will furnish sets of the Official Wool Grades of the United States to those persons who after completing the course are qualified to give demonstrations, hold local wool grading schools and distribute correct information concerning grades in their respective localities.

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BERMUDA ONION CROP OF CALIFORNIA TO BE INSPECTED

The Bermuda onion crop of the Coachella Valley of California, estimated at 900 cars, will be inspected by the State-Federal Inspection Service this year. Inspection work started April 20. The Bermuda onion grades, recently revised by the Federal Bureau of Agricultural Economics, are being used as a basis of inspection. A temporary branch office has been established at Coachella and H. F. Larson, Supervising Inspector, has been stationed there to be in direct charge of this work, with a force of eight inspectors.

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TENTATIVE GRADES FOR MOHAIR CONTEMPLATED

Investigations looking to the establishment of tentative grades for mohair will be conducted by the Federal Bureau of Agricultural Economics in cooperation with the Pacific Cooperative Wool Growers, Portland, Ore. A mohair expert will be appointed by the Federal Bureau and assigned to Portland to make a three-months' study of the quality factors of mohair.

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COTTON SEED TO BE STANDARDIZED

Investigations leading to the standardization of cotton seed are being conducted by the Federal Bureau of Agricultural Economics. G. S. Meloy, Investigator in Cotton Marketing, is now in the South conferring with persons interested in the standardization work. It is expected that standardization will greatly aid in the commercial handling of this product.

SEMI-MONTHLY COTTON CROP REPORTS TO BE ISSUED

Semi-monthly reports as to condition, progress and probable production of cotton are to be issued by the Crop Reporting Board of the United States Department of Agriculture as provided by Senate Bill 2112 signed by President Coolidge May 3. The reports are to be issued simultaneously with the cotton ginning reports of the Bureau of the Census.

Release dates of the cotton reports this year will probably be as follows: July 2; July 21; August 8; August 23; September 8; September 23; October 8; October 25; November 8; November 21; and December 8. The reports will relate to acreage and condition as of the 1st and 15th of the month. Heretofore, cotton reports related to the 25th of the preceding month.

The legislation provides no funds for the five additional reports. The question of additional funds is now under consideration by the Director of the Budget. If additional money can not be obtained, the Department feels that it will be necessary to drop several other lines of crop reporting work so that funds and personnel may be transferred to the cotton states.

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NORTH CAROLINA TO HAVE A SERIES OF WOOL POOLS

Plans are being made by the North Carolina Division of Markets, Raleigh, for a series of wool pools to be held throughout the State during the last week of May and the first two weeks of June. A wool grader will be appointed to grade and classify the wool according to the U. S. standard wool grades. It is expected that approximately 30 pools will be held at local points. V. W. Lewis, Livestock Marketing Specialist is in charge of the arrangements for the pools.

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EXTENSION STAFF IN MARKETING IN OHIO TO BE INCREASED

After July 1, C. W. Hammans of the Iowa State College, will be connected with the extension staff in marketing at the college of Agriculture, Ohio State University, Columbus. Mr. Hammans, who has been specializing in livestock marketing in Iowa, will probably center his efforts on livestock and poultry marketing in his new position in Ohio. B. A. Wallace, now Marketing Specialist with the Ohio Extension Service, will confine his work to dairy and fruit marketing.

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BULLETIN ISSUED ON THE RECLEANING OF COTTONSEED BEFORE PLANTING

"Delinting and Recleaning Cottonseed for Planting Purposes" is the subject of Department Bulletin No. 1219, issued last month by the United States Department of Agriculture. J. E. Barr, Investigator in Marketing Seeds, Bureau of Agricultural Economics, is author of the bulletin.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

New bills introduced during the week:

S. 3197, by Senator Dial, to amend section 5 of the U. S. cotton futures act to enable the buyer of cotton futures contract to demand actual delivery in fulfillment thereof prior to the close of the delivery month.

H. R. 8940, by Mr. Brand of Georgia, to prevent the sale of cotton in future markets. Mr. Brand also introduced H. R. 8981 to establish standards for loaves of bread.

H. R. 8982, by Mr. Black of Texas, exempting farmers or other mutual insurance companies.....from corporation taxes under title III.....

H. R. 9016, by Mr. Luce, to amend an act to regulate foreign commerce by prohibiting the admission into the United States of certain adulterated grain and seeds unfit for seeding purposes.

Bills upon which action was taken:

H. R. 9023, the "McNary-Haugen bill," has been reported from the House Committee on Agriculture with report No. 631.

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THE ARGENTINE CATTLE INDUSTRY DISCUSSED IN REPORT

"The Cattle Situation in Argentina" is the subject of a revised report recently issued in mimeographed form by the Federal Bureau of Agricultural Economics. The report discusses the economic position of the Argentine cattle industry, proposed measures of control, the development of new foreign markets, cattle prices at Buenos Aires and Chicago, the British market for Argentine beef, and the Argentine packing industry. Cost of producing beef in Argentina is also touched upon. Copies of the report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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NEW FARMERS' BULLETIN ISSUED ON WATERMELONS

A new bulletin on watermelons has just been published by the United States Department of Agriculture as Farmers' Bulletin No. 1394. The bulletin treats of the production side of the industry, particularly, although harvesting and marketing processes are touched upon. Copies of the bulletin may be obtained from the Office of Publications, United States Department of Agriculture, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 14, 1924.

Vol. 4, No. 20.

NEW JERSEY HAS A NEW SALES-BY-WEIGHT LAW

A new law which goes into effect in New Jersey, July 1, prohibits the use of the dry measure in most of the retailing of farm products and requires that all such goods, except as sold in the original standard containers, be marketed upon the basis of avoirdupois weight or numerical count. Standard scales will take the place of the dry measures except for commodities sold by count. The enforcement of the act will be under the direction of the State Department of Weights and Measures, Trenton, and agents have already been advised as to the purport and methods of enforcement of the act.

The law specifies that farm products may be sold in dry measures only as such standard packages are delivered unbroken to the consumer. New Jersey authorities think that the new sales-by-weight law will be a distinct advantage to the consumer as it will immediately guarantee full measure of goods purchased and will equalize the sale of fruits and vegetables in small quantities. In the case of many farm products an equalized measure in small packages has been impossible because of the bulk of such products. Similar laws have been tried out in other States and have proved very satisfactory.

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POULTRY AND EGG PRODUCERS PLAN A NATIONAL SALES AGENCY

Representatives of poultry and egg producers associations considered plans for the organization of a national cooperative sales agency, at a meeting held in New York City, May 12 and 13. This agency is to be called the United Poultry Producers' Cooperative Association, and will be incorporated under New York's new cooperative marketing law.

The conference, which was held in the New York offices of the Atlantic Coast Producers' Association, was attended by representatives from a number of cooperative poultry and egg marketing associations, including, the Ohio Poultry Producers, the Indiana Farm Bureau Federation, the Alabama Poultry Producers, and the Virginia Poultry Producers. Representatives were also present from the New York State Department of Farms and Markets and from the Federal Bureau of Agricultural Economics.

The conclusions reached at the conference were referred to a committee which will prepare them in form for presentation to the various associations for adoption. Further information regarding the new organization may be obtained from H. B. Walker, General Manager of the Atlantic Coast Producers' Association, 10-14 Jay Street, New York City.

SUGGESTED WOOL GRADES FOR INTERNATIONAL USE PREPARED

Preparation of the set of suggested wool grades for use in international trade, correlating the United States Official Grades for Wool with the average Bradford qualities, has been completed and will be presented to the British Wool Federation in the near future by the London representative of the Federal Bureau of Agricultural Economics. The suggested grades were prepared in the wool laboratory of the Federal Bureau at Washington, and were agreed upon by the U. S. Bureau of Standards and the authorized experts of the Joint Committee on Research and Standardization, which represents the National Association of Woolen Manufacturers, the American Association of Worsted and Woolen Manufacturers, and the National Association of Worsted and Woolen Yarn Spinners.

The correlated grades comprise two sets of staples, one made with wool grown in the United States, and the other with wool produced in foreign countries. The feasibility of international standards for wool grades is illustrated in this manner.

Members of the British Wool Federation will be asked to study the suggested grades and to offer comments and to state whether the specimens designated by the numerical classification represent the average Bradford qualities. If the reaction from British authorities is favorable, an opportunity will be given the wool industry in the United States to approve or to offer suggestions or criticisms which will improve the proposed international grades. An invitation will then be extended to the wool industry in England to establish jointly with the United States the proposed grades as standards for use in international trade in wool.

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SEMI-MONTHLY WOOL SURVEY ISSUED

A semi-monthly survey of the wool situation in ten range states is being prepared by the Federal Bureau of Agricultural Economics, and distributed to the public through newspapers and through the various branch offices of the Bureau. The branch offices send the report to names appearing on their regular mailing lists. The survey is compiled from information wired to the Washington office by field representatives.

Persons desiring copies of the release should make request from the Washington office of the Federal Bureau, or from any of the branch offices.

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MINNESOTA TO HAVE SHIPPING POINT INSPECTION SERVICE

Shipping point inspections on butter and eggs, potatoes and other vegetables, is to be available to Minnesota producers this year, according to an agreement just signed by the Minnesota State Department of Agriculture, St. Paul, and the Federal Bureau of Agricultural Economics. It is planned to undertake the work immediately by providing for the inspection of butter for the Minnesota Cooperative Creameries Association, Inc. All inspections will be made on the basis of U. S. grades.

MORE CAREFUL PACKING OF EGGS URGED IN PENNSYLVANIA

Advocating that more protection be given eggs in transit by shippers, E. J. Lawless, Jr., of the Pennsylvania State Bureau of Markets, Harrisburg, recently stated that fully half the shipments of Pennsylvania eggs are made in old dilapidated cases that afford insufficient insurance against breakage. He declared more care should be taken to pack eggs securely when they are to be shipped by express or parcel post.

On a recent inspection trip, Mr. Lawless travelled in a railroad car devoted to egg and poultry shipments. He examined the egg cases and found, among other evidences of carelessness, that top layers of eggs were often exposed because of the broken condition of the cases; that excelsior pads were not used in all the cases and that in some instances the pads were reduced in thickness; that some cases had badly warped sides and tops and that cases with straight sides and straight tops were not generally used.

Parcel post shipments, in particular, were found to be carelessly packed. In many instances, the fragile eggs were entrusted to the mails in cardboard boxes, tin boxes, homemade carriers and the regulation egg cases. Some of the boxes were held together with old rope.

Mr. Lawless is urging Pennsylvania shippers to use substantial cases, well-nailed and wired, with good fillers, pads and flats, if they want to be reasonably sure that their shipments will arrive at the markets safely.

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NEW YORK HAS A NEW COOPERATIVE MARKETING LAW

A new cooperative law, known as the "Cooperative Marketing Act" was passed during the session of the New York Legislature, just closed, and was signed by Governor Smith on May 5. This new law authorizes "the formation of non-profit cooperative associations, with or without capital stock, to promote the orderly marketing of agricultural products through cooperation."

In anticipation of the enactment of the law, the State Bureau of Markets, Albany, has already prepared forms necessary for the organization of associations under its provisions. The Bureau is thus able to meet promptly all requests for assistance in cooperative organization work.

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STRAWBERRY GRADING DEMONSTRATIONS HELD IN TENNESSEE

Previous to the carlot movement of strawberries in Tennessee, the Federal shipping point inspectors held a series of meetings and grading demonstrations at six or more of the principal loading points, to familiarize growers with the requirements of the U. S. grades for strawberries and to encourage them to grade and pack their berries carefully for shipment. It is estimated that 150 to 200 cars of strawberries will be inspected in the East Tennessee district.

Market reports on strawberries are being issued from Ripley, Tenn., for the benefit of growers and shippers.

REPORT ISSUED ON MILK MARKETING IN PHILADELPHIA

"The Marketing of Milk in Philadelphia" is the subject of a preliminary report just issued by the Federal Bureau of Agricultural Economics. This report is based on a study made by the Bureau, with the cooperation of the Interstate Milk Producers' Association. The purpose of the study was to give a detailed description of the process of placing a quart of milk at the doorstep of the consumer, to point out the main problems involved in the marketing of milk in Philadelphia, and to indicate those larger movements in this area which point out future developments in the industry. Among the topics discussed in the report are: The general field of dairying in its relation to the Philadelphia area; the present process of marketing milk; public supervision, including an historical survey of milk marketing; demand for milk in Philadelphia; the supply of milk; and the price of milk. In the summary of the report it is stated:

"The past six years has been a transition period in the milk marketing industry in Philadelphia. During this period the consumption of whole milk has rapidly increased, requiring the building of additional receiving stations and the opening up of new supply areas; during this period the producers have built up an active organization of over 13,000 members; during this period constructive improvement has been made in the sanitary conditions of marketing, the leadership being taken by the Philadelphia Interstate Dairy Council, with the close cooperation of the leading dealers of the city and the Interstate Milk Producers' Association. Within this six-year period a start has been made toward stabilizing the supply of milk from month to month, a move which promises to be far reaching in its effect."

Copies of the mimeographed report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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CITY MARKETING PROBLEMS ARISE IN NEW YORK STATE

City marketing problems continue to command the attention of the New York State Bureau of Markets, Albany. A conference was recently held at Amsterdam, N. Y., in regard to establishing a public market in that city. H. E. Crouch, Assistant Director of the State Bureau, spent some time conferring with the interested agencies, looking over possible sites and studying local conditions. Mr. Crouch has also been studying the public market projects of the Municipal Bureau of Markets at New York City. He recently visited the newly established public market at Newark, N. J.

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COPIES OF ADDRESS ON COOPERATIVE COMMODITY MARKETING AVAILABLE

"The Strength and Weakness of Cooperative Commodity Marketing," an address given by Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics, at the New York State Farmers' Week at Cornell University, in February, has been mimeographed. Copies of the address may be obtained from the Division of Information, Federal Bureau, Washington, D. C.

SEARS-ROEBUCK FOUNDATION BROADCASTS MARKET REPORTS

Market reports are now appearing regularly on the radio programs broadcast from the new station, WLS, of the Sears-Roebuck Foundation, Chicago. At noon, market reports on livestock, fruits and vegetables, and dairy products are broadcast. These reports are furnished by Chicago representatives of the Federal Bureau of Agricultural Economics. A general market review is given each evening, at 8:00 o'clock, except on Sundays and Mondays. On Tuesdays the fruit and vegetable market review is broadcast; on Wednesdays, the wool review; on Thursdays, the livestock review; on Fridays, the dairy products review; and on Saturdays, the grain, hay and feed reviews.

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STRAWBERRY MARKET REPORTS BEING ISSUED FROM RALEIGH, N. C.

Market reports on strawberries are being issued from Raleigh, N. C., instead of Chadburn, as first reported. This service, which is being conducted cooperatively by the Federal Bureau of Agricultural Economics and the State Division of Markets, was started May 6 and is expected to close around the 24th of the month.

Temporary market news stations will probably be opened by the Federal Bureau of Agricultural Economics, as follows: Fort Valley, Ga., peaches, May 23 to July 15; Jacksonville, Tex., tomatoes, June 2 to June 30; and Ocala, Fla., watermelons, June 2 to June 28.

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EGG DEMONSTRATION TRAIN TO BE OPERATED IN NEW YORK STATE

An egg demonstration train is to be operated through New York State, during July, under the auspices of the Erie Railroad, the American Railway Express Company, the State College of Agriculture, and the New York State Bureau of Markets, Albany. A series of meetings will be held at various shipping points to demonstrate before poultrymen the approved methods of grading and packing eggs for shipment. The State Bureau of Markets will furnish an expert egg candler for this purpose. A. F. Albrecht of the New York City office of the State Bureau is arranging the details of the Bureau's part in this project.

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COTTON MARKETING CONDITIONS BEING STUDIED

In connection with the study of cotton marketing conditions which the Federal Bureau of Agricultural Economics is making, Dr. A. B. Cox of the Division of Cotton Marketing, is now studying the problems of so-called locals of the State-wide cooperative cotton marketing organizations in Texas and Oklahoma. While in the South Dr. Cox will make arrangements for conducting cooperative cotton marketing work during the coming fiscal year.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3279, by Senator Shephard, to establish in the Department of Agriculture, a Bureau of Interstate Cooperative Association.

S. 3280, by Senator Ball, to regulate in the District of Columbia the traffic in sale and use of milk bottles, cans, crates, and other containers of milk and cream, and to prevent fraud and deception.

Bills upon which action was taken:

S. 2803, by Senator Glass, which regulates the sale of milk, cream, and certain milk products in the District of Columbia has been reported out of the Senate Committee without amendment, Report 503.

Senator Norbeck announced that he would offer the McNary-Haugen grain export bill as a rider to the revenue bill in order to secure a vote upon the measure, but decided later not to offer it as he understood that the House of Representatives would consider the bill in the near future. This bill contains a revenue provision which makes it necessary that it be passed first by the House.

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NEW CIRCULAR ON HAY GRADES TO BE ISSUED

A circular describing in popular language the U. S. Grades for Timothy and Clover Hay is now being prepared by the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, and is expected to be ready for distribution next month.

One part of this circular will be devoted to the subject of hay production, including discussions on the proper time to cut hay, curing methods, baling practices, and the loading of hay for shipment.

It is desired to have this circular reach as large a number of hay dealers and hay producers in the timothy and clover regions as possible. The Hay, Feed and Seed Division will be glad to receive lists of the names of such persons so that copies of the circular may be mailed to them.

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NORTH DAKOTA EGGS TO BE STANDARDIZED

Poultry producers of North Dakota are being urged by specialists of the North Dakota Agricultural College to assist the newly formed State Federation of Poultry Produce Dealers to standardize poultry products of the State. The aim of the association is to buy eggs and poultry on a graded basis. Poultrymen are being told of the advantages of producing the highest grade of market product and of supplying the market regularly so that favorable prices will be received.

STATE AND FEDERAL MARKETING ACTIVITIES

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U.S. DEPARTMENT OF AGRICULTURE

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 21, 1924

Vol. 4, No. 21

NEW JERSEY TO SELL GRADED FRUIT THIS YEAR

At least half of the early apple crop and approximately the same percentage of the commercial peach crop from New Jersey orchards will be sold on a graded basis this year, according to officials of the State Bureau of Markets, Trenton, who have just completed a preliminary survey of the fruit industry in that State. The survey revealed that not only are many of the farmers cooperating in the packing and shipping of their fruit crops but their goods will be marketed this summer through a national selling agency owned and controlled by the growers themselves.

Volume production and cooperative marketing, in addition to providing scientific distribution, has made the standard grading system under State supervision an economic possibility, officials say. The individual grower, unless he has an enormous acreage, can not afford the expense of inspection, but under the cooperative plan this is absorbed among a group of growers. The cooperative movement in New Jersey will extend this summer into Atlantic County where several growers in the Hammonton peach district have organized. Several farmer-owned packing houses are now located in Burlington, Camden, Gloucester and Cumberland counties. In addition to the early apple and peach crops, many of the shipping stations will handle a large tonnage of the late apple crop, next fall.

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HAY INSPECTION WORK TO BE STARTED IN PENNSYLVANIA AND NEW JERSEY

Arrangements for cooperative work for the promotion of the use of Federal hay grades and Federal hay inspection in Pennsylvania are being made by the Federal Bureau of Agricultural Economics with the Pennsylvania State Bureau of Markets, Harrisburg. W. M. King of the Hay, Feed and Seed Division, Federal Bureau, is now in Harrisburg conferring with State officials. Mr. King and G. A. Stuart of the State Bureau of Markets are planning to spend several days in the anthracite coal fields investigating the possibilities of establishing Federal inspection in that territory particularly for the benefit of the large coal operators.

Mr. King will then visit Trenton, N. J., in connection with the establishing of the Hay Inspection Service which is to be conducted jointly by the New Jersey Bureau of Markets and the Federal Bureau of Agricultural Economics. He will also visit New York City and Philadelphia to supervise the work of the inspectors at those points.

NEW JERSEY LISTS RULES FOR SUCCESS IN ROADSIDE MARKETING

In response to inquiries from proprietors of some of the roadside markets of New Jersey, a list of suggested improvements has been compiled by Kenneth Hankinson of the State Bureau of Markets, Trenton. The roadside farm market, says Mr. Hankinson, will flourish in exact proportion to the service it renders the touring public to which it caters.

To make a successful bid for trade, the roadside market must be neat and its display of products attractive, Mr. Hankinson points out. This rule applies whether the "stand" is limited to a dozen baskets or covers a half acre of floor space. The prices, also, he suggests, should be attractive enough to interest the city tourist who is willing to assume the duties of commission man, wholesaler and retailer in delivering the products to his city home. Successful roadside market proprietors in many instances keep in daily touch with city prices and their own prices advantageously and immediately reflect any changes.

Plenty of parking space in front of roadside stands is advocated by this marketing specialist, in his list of suggested improvements. A stand directly on the highway is often a menace to traffic, is more exposed to dust from the highway and does not have the opportunity to display efficiently its goods that is possible when the stand is set back from the road a few feet. Products should be fresh daily and advertised as such and where some stands make a practice of importing fruits and vegetables to increase the supply, the fact that they are imports should be plainly indicated.

Operators of roadside markets are also advised that under the latest interpretation of the new weights and measures act, which becomes effective in New Jersey, July 1, the owner of a roadside market, if he is the grower, can pack and sell his produce in baskets of any standard size. State market officials are of the opinion, however, that many will follow the new city plan of selling fruit and vegetables by weight, unless packed in large containers such as the half-bushel and bushel baskets. The new law forbids the use of dry measures in selling farm products, except as packed in the original containers. When a package is broker for the sale of a small quantity, the sale must be based on weight or numerical count.

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RADIO MARKET REPORTS USED EXTENSIVELY IN DELAWARE

Wide distribution is given the market reports which the Delaware State Bureau of Markets, Dover, receives daily by radio from Philadelphia. During the shipping season the information regarding the day's market is telephoned to some 200 to 300 individual farmers and shippers. In addition to these individuals the information is telephoned to the banks located in several of the more distant towns. The banks, in turn, telephone the reports to various growers and shippers in their respective sections, and also post the reports in their windows. Telegraph companies at the largest shipping stations are also furnished the information which they make available to their patrons. The State Bureau of Markets also mails the market quotations each day to a list of growers and shippers.

NATION-WIDE EGG STANDARDIZATION CAMPAIGN LAUNCHED

In connection with the egg-standardization campaign which the Federal Bureau of Agricultural Economics is conducting, circular letters explaining the purpose of standardization are being distributed among all interested agencies. With the assistance of the Office of Extension, circulars have been sent to the county agricultural agents asking their assistance in promoting the project of egg standardization and in interesting buyers to purchase on a quality graded basis. Assistance is offered by the Federal Bureau to the State Extension Services in carrying on campaigns in their respective States.

Similar letters have been prepared for distribution among egg producers, country egg buyers and carlot egg shippers. In these, the advantages and necessity of buying eggs on a quality basis are presented from the point of view of each of these groups.

A supply of the mimeographed circulars have also been sent to secretaries of State Poultry and Egg Shippers Associations in thirteen States. Literature is also being sent to a number of egg buyers scattered throughout the country.

The Federal Bureau of Agricultural Economics is seeking the cooperation of State Bureaus of Markets and food officials in all the States in forwarding the movement of marketing eggs on a quality basis.

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PENNSYLVANIA MILLERS TO BUY WHEAT ON GRADE

Mifflin County, Pa., is the first county in the State to put into operation the Pennsylvania standard grades for wheat recently promulgated by the State Department of Agriculture, Harrisburg. To encourage Mifflin County farmers in the production of better wheat, the millers and warehousemen of that county have agreed to pay a premium over the market price for wheat that will grade high. A county association has been formed to cooperate with the growers, and hereafter the members will buy each farmer's wheat only on grade.

According to the agreement, a premium of three cents a bushel over the market price will be paid for wheat grading as No. 1 Red Winter. Farmers producing No. 2 Red Winter wheat will receive the market price and discounts will be suffered only by those farmers growing low quality grain.

G. A. Stuart, in charge of grain marketing, State Bureau of Markets, will spend considerable time during the wheat marketing period next fall in Mifflin County, visiting each miller and instructing him in a uniform method of grading wheat.

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KANSAS HAS COOPERATIVE CROP AND LIVESTOCK REPORTING WORK

Crop and livestock reporting work is now being conducted cooperatively in Kansas by the State Department of Agriculture, Topeka, and the Federal Bureau of Agricultural Economics. The agreement providing for the conduct of this work became effective May 1.

NEW JERSEY HAS A STATE-WIDE AGRICULTURAL PROGRAM

The State agricultural program discussed at the agricultural conference held at the New Jersey Agricultural College, New Brunswick, in March, has recently been adopted by the New Jersey Bankers' Association. The program, which is briefly outlined below, is believed to be a comprehensive and definite plan for improving agricultural conditions in New Jersey:

1. Encourage farmers to get better quality dairy stock.
2. Encourage farmers to buy on a cash basis.
3. Encourage farmers to get their farm mortgages on long term credit basis according to the amortization plan of the Federal Land Bank or Joint Stock Land Bank loans system.
4. Encourage cooperative organization on economic basis and sound business management, including the purchase of raw materials such as feed, fertilizer, seed, etc.; and the sale of farm products.
5. Endorse and encourage boys' and girls' club work in agriculture and home economics conducted by the Extension Service of the State College of Agriculture.

The program will be put into practical working operation immediately with the assistance of the county agricultural agents.

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MARKET NEWS WORK ENLARGED IN NORTH CAROLINA.

The cooperative market news service in North Carolina has been enlarged considerably this year. Strawberry and lettuce reports are now being issued regularly from Raleigh by the State Division of Markets in cooperation with the Federal Bureau of Agricultural Economics. Reports on peas will soon be included. It is probable that cucumbers and potatoes will be added to the list in a short time.

An office undoubtedly will be opened as usual at Elizabeth City, for the purpose of serving the northern section of the State in the potato deal. It has not been determined whether peach reports will be issued from Raleigh or Aberdeen.

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BIBLIOGRAPHY PUBLISHED OF AGRICULTURAL ECONOMICS IN MIDDLE WEST

A tentative bibliography of published and unpublished research in agricultural economics in the Middle Western States has been compiled by the Midwest Agricultural Economics Research Council with the cooperation of the Federal Bureau of Agricultural Economics. The bibliography gives the titles and a brief description of the principal research in agricultural economics that is either being carried on in the Midwest group of States or is of interest to workers in that section. Copies of the bibliography may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

INSTRUCTION TO BE GIVEN IN USE OF U. S. OFFICIAL WOOL GRADES

Instruction in how to use the United States official wool grades will be given at a two-day extension school to be held at East Lansing, Mich., June 5 and 6, by the Michigan Agricultural College and the Federal Bureau of Agricultural Economics. The school will be limited in number to 15 or 20 county agricultural agents selected by the Director of Extension. G. T. Willingmyre, Specialist in Wool Marketing, Federal Bureau, will conduct the school, giving lectures and demonstrations in the value of determining the various factors that enter into the grading of wool. The U. S. official wool grades embody one factor only, that of diameter of fiber.

The North Carolina Extension Service, Raleigh, has requested Mr. Willingmyre to conduct a similar extension school during the annual conference of extension workers to be held at Raleigh, July 14-22.

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GEORGIA PEACHES TO BE INSPECTED AT SHIPPING POINT

In preparation for the shipping point inspection service on peaches which will be conducted cooperatively in Georgia by the State Bureau of Markets and the Federal Bureau of Agricultural Economics, a series of meetings has been held with leading growers throughout the State to instruct them in the principles of grading, grades and inspection. The peach crop is reported as being very large this year and growers are showing greater interest than ever in grading and inspection.

The Georgia Peach Growers' Exchange, the American Fruit Growers, and other leading factors, have indicated their intentions to have their entire output graded at shipping point. A large corps of inspectors will be needed to handle the crop. The shipping season is expected to open about June 5.

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NEW MEXICO MARKETING SPECIALIST VISITS WASHINGTON

C. A. McNabb, Extension Specialist in Marketing, New Mexico College of Agriculture, State College, N. Mex., is in Washington, conferring with specialists of the Federal Bureau of Agricultural Economics, particularly in regard to problems relating to cotton, wool, hay, dairy products and agricultural cooperation.

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NORTH DAKOTA BULLETIN DEALS WITH CASH AND SHARE RENTING OF FARMS

"Cash and Share Renting of Farms" is the subject of Bulletin No. 171, recently published by the Experiment Station of the North Dakota Agricultural College, Agricultural College, N. D. Dr. A. G. Benton, Head of the Department of Marketing and Rural Finance, is author of the bulletin.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

New bill introduced during the week:

H. R. 9173, by Mr. Sproul of Kansas, providing for the furnishing of cars to shippers, receiving freight for shipment and the prompt transportation of same.....

Bills and resolutions upon which action was taken:

The Agricultural Appropriation Bill, H. R. 7220, for the fiscal year ending June 30, 1925, was reported out of the Senate Committee on Appropriations with the following changes over the bill as passed by the House:

Amount of bill as reported to Senate.....	\$60,954,633
Amount of bill as passed by House.....	<u>56,583,743</u>
Amount added by Senate Committee.....	\$ 4,370,890

The total for the Bureau of Agricultural Economics was changed from \$4,227,364 to \$4,423,402, an increase of \$196,038, as follows:

Farm Management and Cost of Production.....	\$11,538
Marketing & Distributing Farm Products.....	25,000
(To be used for the investigation of the economic costs of retail marketing of meat and meat products.)	
Market News Service.....	86,000
Enforcement of the U. S. Grain Standards Act.....	50,000
Administration of the U. S. Warehouse Act...	<u>23,500</u>
Total.....	\$196,038

The language of the Inspection item incorporated the wording "and/or" in lieu of "and" making it read as follows: "to investigate and certify to shippers and other interested parties the class, quality, and/or condition of cotton and fruits, vegetables, poultry, butter, hay and other perishable farm products....."

S. J. Res. 107, by Senator Smith, instructing the Interstate Commerce Commission to adjust freight rates on such commodities at the lowest rates compatible with transportation service, has been passed by the Senate and referred to the Committee on Interstate and Foreign Commerce in the House.

H. J. Res. 94, by Mr. Hoch. The Commerce Committee ordered a favorable report on the Hoch resolution to direct the Interstate Commerce Commission to investigate the railroad rate structure with a view to a general readjustment.

S. Res. 219, by Senator Walsh, directing the tariff commission to make an inquiry into the cotton textile industry, has been passed by the Senate.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
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May 28, 1924.

Vol. 4, No. 22.

ASSISTANCE GIVEN WISCONSIN'S FOREIGN CHEESE PRODUCERS

In an effort to save the reputation of Wisconsin's "foreign" cheese industry and to build up the quality of this Swiss, Brick and Limburger product so that it can withstand the competition of the European-made article, the Wisconsin Department of Markets, held a public hearing at its office in Madison, May 27, to determine whether a general order should be issued requiring cheese to this type to be held at the factory for a prescribed curing period before it is placed on the market.

Wisconsin produces 91 per cent of all the Swiss, Brick and Limburger cheese made in the United States. Leaders in the chief cheese-producing counties declare that Switzerland is taking the market away from Wisconsin producers by delivering to this country a cured, aged cheese. Wisconsin formerly produced such cheese but, due to the heavy demand during the war and the fact that no cheese was imported during that time, the practice developed of sending Wisconsin cheese out from the factories in an immature condition. Such cheese may temporarily hold up in quality but it is said to later break down, which not only causes a waste but also reflects upon Wisconsin's reputation for high-quality cheese.

Consideration was also given at the hearing to a proposed order requiring cheese of the so-called foreign type to be officially graded by State licensed graders and an inspection fee paid by the cheese trade for the purpose of defraying the costs of this service. Foreign cheese producers of the State are complaining because they are not paid on a quality basis but that a flat price is paid whether the cheese is fancy or poor. It is expected that State grading of the product upon a fee basis will draw the line more clearly between the several grades and will go a long ways toward assuring a premium upon the high quality article and a penalty upon the inferior one.

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COLORADO SHIPPING POINT INSPECTION SERVICE POPULAR

The Colorado shipping point inspection service has been meeting with almost unanimous favor among the shippers of the State. It will be recalled that the last Colorado Legislature repealed the compulsory inspection service for fruits and vegetables. Consequently during the present fiscal year the work has been conducted on a voluntary basis under the general direction of E. F. McKune. The rapid favor which the new service has gained is evidenced by the fact that at the close of the season the inspections show a total of nearly 10,500 cars.

CHANGES IN OFFICIAL GRAIN GRADES

Changes in the official grain standards of the United States promulgated by Secretary Wallace May 17 include the establishment of a new grade to be known as No. 1 Hard Spring to be added to the sub-class Dark Northern Spring of the grades for Hard Red Spring, and the addition of a new provision for grades for Mixed Durum. The changes become effective August 15, 1924.

No. 1 Hard Spring includes wheat of the class Hard Red Spring consisting of 85 per cent or more of dark, hard, and vitreous kernels; shall be cool and sweet and shall have a test weight per bushel of at least 60 pounds. The grade may contain not more than 14 per cent of moisture; not more than 1 per cent of foreign material other than dockage, which 1 per cent may include not more than 5/10 of 1 per cent of matter other than cereal grains; not more than 2 per cent of damaged kernels, which may include not more than 1/10 of 1 per cent of heat-damaged kernels; not more than 5 per cent of wheat other than Hard Red Spring, which 5 per cent may include not more than 2 per cent of durum wheat, and may contain not more than 5 per cent of wheat of the variety Humpback.

The new section providing grades for Mixed Durum reads as follows:

Mixed Durum shall be mixed wheat consisting of 70 per cent or more of Durum wheat other than the variety Red Durum and may contain not more than 5 per cent of soft red winter and white wheat, singly or combined. Mixed Durum shall be graded according to the requirements of the grades for Mixed Wheat. The grade designation of mixed Durum wheat shall be Mixed Durum, preceded by the number of the grade, or the words "Sample Grade," as the case may be.

Other changes in the new regulations include changes in the definition of the terms wheat and cereal grains, grades for weevily wheat, and a change in the definition of Western Red Wheat and increase in test weight of this sub-class. The special limitation against white wheat in wheat of other classes in grades Nos. 1 and 2 of all sub-classes of Hard Red Spring and Hard Red Winter wheat is eliminated, and a change is made in the grade designation of Mixed Wheat. Some changes are also made in the standards for corn, oats and rye.

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TENTATIVE GRADES FOR TABLE AND JUICE GRAPES ISSUED

Grades for table and juice grapes have been issued in tentative form by the Federal Bureau of Agricultural Economics. The tentative grades were formulated at a meeting of California shippers recently held in San Francisco at the call of the State Department of Agriculture. H. W. Samson, Specialist in Standardization, Federal Bureau, assisted in drawing up the grades.

Last year the joint shipping point inspection service certified the condition of 26,000 carloads of grapes, on the basis of the California State grades. The work brought out the necessity of extensive revision of the grade specifications and the desirability of having the grades recognized as Federal standards.

WISCONSIN FOREIGN CHEESE MANUFACTURERS PLAN TO FEDERATE

Cooperative factories manufacturing Swiss, Brick and Limburger cheese in Wisconsin are contemplating the federation of a selling organization. A series of eight meetings has been held throughout the foreign cheese section of Wisconsin during the past few weeks to draw up organization plans and the organization committee will meet May 28 in the offices of the Wisconsin Department of Markets, Madison, to further complete these plans.

The committee members at this meeting will receive final suggestions for carrying the organization work back to the factories and will be furnished forms of Articles of Incorporation prepared by the Department of Markets for the use of local cheese factories, together with resolutions to be adopted by each factory for the purpose of joining the federation.

The plan anticipates that the selling agency will handle at least 5,000,000 pounds of cheese in each of two districts, the seven cheese-producing counties being divided roughly into those which produce practically all Brick cheese, and those which manufacture Swiss and Limburger cheese.

The State Department of Agriculture, the State Department of Markets, and the State College of Agriculture are backing the plans. Officials of the Wisconsin Farm Bureau Federation, Wisconsin State Union, and American Society of Equity have approved the proposed federation.

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FEDERAL GRADES FOR WALNUTS DESIRED

The California Walnut Growers' Exchange is interested in having United States grades established for walnuts. In order to bring this about the association has offered to pay the salary of a representative of the Federal Bureau of Agricultural Economics during the period required to make a study of grading methods. The Exchange has also indicated a willingness to recommend the use of the U. S. grade terms in addition to association brands. California fruit and vegetable commodity organizations have generally adopted the practice of designating various grades of quality by brands, and the adoption of Federal grades by the Walnut Growers' Exchange would constitute a distinct innovation.

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VIRGINIA APPROVES U. S. BARRELED APPLE GRADES

The U. S. barreled apple grades were approved at a recent meeting at Harrisonburg, Va., attended by representative growers and shippers, members of the State Horticultural Society, the Division of Markets, and the State Extension Service. The Federal Bureau of Agricultural Economics was represented by H. W. Samson, Specialist in Standardization. The discussions brought out the fact that a number of large growers used the Federal grades last year and found them thoroughly practicable for shipment purposes. Preliminary plans were made at the meeting for more extensive use of the State-Federal shipping point inspection service this coming season.

ILLINOIS CREAM TO BE BOUGHT ON GRADE

Cream buying on a quality basis is now being tried on a large scale in Illinois. Approximately 325 cream stations in 28 southern Illinois counties are buying on the four-day plan, according to an announcement made by the Dairy Department of the College of Agriculture, Urbana. The plan being used was worked out by dairymen of the Agricultural College, the Illinois Butter Manufacturers' Improvement Association and the Illinois Agricultural Association. The system will be given a thorough trial in an effort to improve the quality of cream and thereby raise the standard of Illinois butter.

All cream brought in by farmers and dairymen which is clean in flavor and not more than four days old is graded as premium cream and bought for three cents a pound of butterfat more than the ordinary run of cream which is more than four days old. Cream flavored with wild onions or garlic is penalized five cents a pound of butterfat.

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VIRGINIA PRODUCERS LIKE SHIPPING POINT INSPECTION SERVICE

Shipping point inspection is steadily gaining in popularity in Virginia. Last year State-Federal inspections were made on peaches and apples, but this year the demand is very strong for the service to be extended to vegetables. Arrangements have just been completed by the State Division of Markets, Richmond, to inspect a minimum of 1,500 cars of cabbage and potatoes for the Southern Produce Company of Norfolk. State-Federal certificates will be issued showing the grade, quality and condition of the produce at time of loading. F. Earl Parsons, Standardization and Inspection Specialist of the State Division of Markets, has just started supervising the work at shipping points of the Southern Produce Company in the vicinity of Norfolk. From two to six men will be required to assist him in this work for the next eight to ten weeks.

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STANDARDIZATION WORK SHOWS RESULTS IN DELAWARE

The work in standardization of grades which the Delaware Bureau of Markets, Dover, is conducting, is having a very beneficial effect in educating shippers to the advantages of shipping their products according to a standard grade. Since the organization of the Bureau in April, 1921, there has been a larger percentage of graded fruits and vegetables shipped from Delaware than ever before. Shipping point inspection was provided in Delaware for the first time last year on late apples and met with great success. This season it was not intended to provide an inspection service on anything except late apples; however, the demand for inspection has been so great that plans are now being made to have the early apple crop inspected also.

EXAMINATION FOR MARKETING SPECIALISTS ANNOUNCED

An assembled examination for Assistant Marketing Specialist (Economic Marketing Research) has been announced by the United States Civil Service Commission for June 18, 1923. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at salaries ranging from \$2,400 to \$3,000 a year. Competitors will be rated on practical questions relating to economic marketing studies; on a thesis or discussion submitted on the day of examination; and on education, training and experience. The duties of appointees will be to assist in conducting economic research in the marketing of agricultural products, to compile the results of such research, and to prepare suitable material for publication concerning the subject.

Unassembled examinations are also announced for the following positions in the Federal Bureau of Agricultural Economics: Associate Marketing Specialist (Feedstuffs); Assistant Marketing Specialist (Feedstuffs); Associate Marketing Specialist (Warehousing); Assistant Marketing Specialist (Warehousing); Assistant Marketing Specialist (Wool); Assistant Marketing Specialist (Dairy Products); and Assistant Marketing Specialist (Poultry Products). On account of the needs of the service, papers will be rated as received and certification made as the needs of the service require, until August 5, 1924. Competitors will be rated on education and experience, and on writings, such as a thesis, discussion or publication which is to be filed with the application. Further details, regarding requirements of applicants, salaries and duties of the various positions, may be obtained from the United States Civil Service Commission, Washington, D. C.

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VIRGINIA FARM STATISTICS FOR 1923 PUBLISHED

Virginia farm statistics for 1923 have been compiled and issued as Bulletin No. 1, by the Division of Agricultural Statistics of the State Department of Agriculture, Richmond, with the cooperation of the Federal Bureau of Agricultural Economics. The material in this bulletin, which was collected by Heney M. Taylor, Agricultural Statistician, has been divided into three sections. The first section treats of the acreage, yield, production and value of the crops produced in 1923. The tables are arranged by districts, whereby counties producing similar crops are grouped together, thus making comparison easier and more intelligible. The second section is devoted to the livestock industry. Tables show the number of livestock on farms, the value of stock on farms, and the carlot shipments of cattle, sheep and hogs. In section three there has been collected information relating to acreage, yields, farm prices, wages, livestock mortality and fertilizer sales for a long period of years. It is believed that these statistics will be of interest to students of Virginia agriculture and to county agents who are making programs for the development of agriculture in their counties.

A survey of the commercial apple and peach orchards has recently been completed, the results of which will appear in a special fruit bulletin.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN.

Bills introduced during the week:

S. 3327, by Senator Smith, to provide for the cooperative marketing of agricultural commodities.

S. 3371, by Senator Fletcher, to amend the "Agricultural Credits Act of 1923."

H. R. 9293, by Mr. Gibson, to extend the commerce of the United States by creating the world commerce corporation and authorizing the establishment of foreign trade zones.

H. R. 9341, by Mr. Knutson, amending an act to provide revenue, to regulate commerce with foreign countries, and to encourage the industries of the United States.

H. Doc. 295. The President submitted an estimate for an appropriation of \$50,000 for the purpose of carrying out the provisions of Public No. 114, "an act authorizing the Department of Agriculture to issue semi-monthly cotton crop reports...."

Bills and resolutions upon which action was taken:

H. R. 7220, the "Agricultural Appropriation Bill," passed the Senate on May 23. No change was made on the floor of the Senate in the items for the Bureau of Agricultural Economics. Amendments were added, however, in the Senate Committee which increased the appropriation for the Bureau of Agricultural Economics by \$196,038 over the bill as passed by the House. The bill now goes to a conference committee for settlement of all points of differences between the two Houses.

H. R. 7113, by Mr. Haugen, establishing a dairy bureau in the Department of Agriculture, has passed the Senate.

S. 2327, by Senator Gooding, designed to limit the power of the Interstate Commerce Commission in the administration of the long and short haul clause of the Interstate Commerce act, has been passed by the Senate and referred to the Committee on Interstate and Foreign Commerce in the House.

S. Res. 226, by Senator Johnson of Minnesota, The Senate adopted the resolution directing the tariff commission to inquire concerning the cost of producing butter in the United States and the competing countries from which it is being imported.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 4, 1924.

Vol. 4, No. 23.

MICHIGAN STANDARDIZATION PROGRAM SHOWS RESULTS

Standardization of fruits and vegetables has been making rapid progress in Michigan during the past year. Growers and shippers, recognizing the importance of standardization and the absolute necessity of shipping sorted and graded products, have been eager to cooperate with the Michigan State Bureau of Foods and Standards, Lansing, in the enforcement of the apple, grape, peach and potato grades. The potato and grape grades are mandatory, according to State statute.

The potato grades, which are the same as the U. S. grades, were not promulgated until September of last year. Every important shipper in the State was sympathetic to the grades and the making of them mandatory, and throughout the season the finest kind of cooperation was evident, with the exception of about five smaller shippers. The majority of potato shipments were moved according to grade and properly tagged. W. P. Hartman, Director of the State Bureau of Foods and Standards, estimates that at least one and a quarter million dollars will have been returned to the Michigan growers and shippers this season as the result of the grading program. He bases his estimate on the discriminatory prices against Michigan potatoes that have been evident during the past few years. In addition to obtaining increased returns during the shipping season just closed, desired markets have been established for future years.

Pear growers are petitioning the State Bureau for mandatory grades for pears. Celery and onion growers are showing an interest in the same form of standardization.

A substantial improvement in the quality of all produce shipped from Michigan has resulted from the grading program, Mr. Hartman states. Within the past year there has been a greater demand for Michigan products, a greater confidence in the shipments, and a considerable reduction in the number of requests for terminal inspection.

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U. S. BARRELED APPLE GRADES PERMISSIVE IN NEW YORK STATE

Permissive use of the United States grades for barreled apples is provided in an act recently passed by the New York Legislature. Under the provisions of the act, apples packed in accordance with the Federal grades are exempt from the State apple grading law.

WISCONSIN MARKETING LAW APPLIED TO GASOLINE SALES

A new use for a marketing law has been found in Wisconsin. The State Department of Markets, Madison, under the authority conferred upon it in the law under which it operates, is making an investigation of alleged illegal practices in the sale of gasoline in the State. The charge is that wholesalers lease from a favored garage owner certain parts of his premises at a so-called rental and then "license" the premises back to the owner upon the condition that he sell no gasoline except that of the wholesaler who has paid him the sum described as rent. These rent payments have ranged from \$900 to \$2,000. The wholesaler then licenses the owner to use his own premises for one dollar a year.

The price of gasoline to the consumer is not reduced by this method of competition. Many filling-station operators have been subpoenaed to appear at public hearings which are being held under authority of the unfair competition section of the Department of Markets' law. While most marketing laws are usually applied only to agricultural products, the Wisconsin law is often used in cases pertaining to unfair competition in coal, gasoline, and other commodities.

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SPECIAL MARKET NEWS ARTICLES PREPARED BY VIRGINIA DIVISION OF MARKETS

Special news articles of interest to producers and shippers, as well as to news editors, are occasionally printed on the reverse side of the market news reports which are issued by the Virginia State Division of Markets, Richmond, with the cooperation of the Federal Bureau of Agricultural Economics. In a recent article the attention of newspaper editors is called to the attitude of producers towards the market reports. One farmer recently wrote the Division of Markets asking for a list of weekly newspapers which print the market reports, as he desired to subscribe to one. The State Marketing officials are of the opinion that many farmers would probably subscribe to papers if the market news which is of value to them was printed regularly.

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NEW MEXICO COTTON TO BE GRADED THIS YEAR

Cotton growers of the Pecos Valley, N. Mex., are cooperating in the employment of a cotton classer this year. Sufficient acreage has been signed up to warrant the expense of hiring a classer to grade all the cotton of the association members. Last year growers in the Rio Grande Valley had their cotton graded according to the U. S. cotton standards and were very enthusiastic over the increased returns which the graded product brought. Plans are being made to engage a classer again this year. C. A. McNabb, Extension Agent in Marketing, New Mexico College of Agriculture, State College, N. Mex., has been assisting the cotton growers in their organization and standardization program.

WEEKLY GRAIN MARKET REVIEWS AVAILABLE TO THE PRESS

The United States Department of Agriculture has available for distribution to the press or other agencies engaged in furnishing information to farmers, weekly Grain Market Reviews which give brief but comprehensive information relative to market price changes and the factors which are influencing the grain markets or are likely to become important factors. The reviews are prepared on Saturday for the week ending that day and are mailed the same day from the Washington office of the Federal Bureau of Agricultural Economics and also from the field offices of the Bureau located at Minneapolis, Chicago and Kansas City.

Any one desiring these reports for publication or distribution should write the Federal Bureau of Agricultural Economics, Washington, D. C., attention Grain Market News Service.

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GROUP OF NEW JERSEY FARMERS ESTABLISH OWN COMMISSION HOUSE

A farmer-owned and controlled commission house has been opened in Philadelphia by a group of 15 prominent growers of Gloucester County, N. J., according to a notice from the New Jersey State Bureau of Markets, Trenton. These farmers have incorporated and will handle their own produce and that of any other farmers who desire to ship to them. An experienced commission man has been employed as manager of the Philadelphia store.

The idea of organized groups of farmers becoming their own selling agents in the cities has been a subject, the practicability of which has been discussed for several years. The Gloucester County movement is one of the first instances where the plan has taken definite form, and its operation will be watched with the keenest interest by farmers, commission men, and persons studying the development of the cooperative marketing movement.

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WISCONSIN'S METHOD OF MARKETING PEDIGREE SEEDS

After outstanding varieties of pedigree seeds and grains have been produced, it is important that they be widely distributed. In order to promote a more extended use of high quality seeds in Wisconsin, the Wisconsin Experiment Association and the Department of Agronomy, University of Wisconsin, Madison, have for many years been rendering a special service to farmers who had seed for sale. Members of the Experiment Association are furnished with shipping tags, envelopes, letter heads and specially trademarked bags for their product.

In addition, the seeds are advertised at special marketing booths set up at the various shows and expositions in the State during the year. Seeds are shown in bulk lots and offered for sale. These features attract wide attention and are a considerable stimulus to grain growers.

LECTURES ON HISTORY AND SCOPE OF FEDERAL CROP REPORTING WORK

The history, organization and scope of the Federal crop reporting organization was described by W. F. Callander, statistician in charge of the Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics, in a series of lectures at Cornell University last week. Particular emphasis was laid upon the newer methods recently developed by the Department of Agriculture to make for greater efficiency and accuracy in the crop and livestock forecasts and estimates.

The system of issuing monthly crop reports was begun by the Department of Agriculture in May, 1863. A corps of county reporters was organized, one reporter in each county, and later a corps of township reporters. These were voluntary reporters serving without pay. Subsequently a staff of paid crop specialists, one for each State, was employed. From that small beginning the organization has been developed until now there are over 300,000 voluntary crop reporters; a staff of 60 State statisticians, and a Washington organization composed of 8 to 10 members on the Crop Board and a staff of 120 statistical clerks. Approximately 50,000 separate and distinct estimates of various kinds, including condition figures, yields, acreages, prices, stocks, and the like, are issued annually for individual States and for the United States. More than 9,000,000 schedules a year are used by the field organization in reporting on crop and livestock conditions.

Steady progress has been made by the organization in improving methods of collecting and tabulating the crop data, particularly during the past two years, Mr. Callander says. The most outstanding development has been the use for the first time of what is called the "field count" method of estimating changes in acreage.

Reports from thousands of farmers in each State of the acreage each farmer has sown or planted to each crop, as well as the acreage in idle and unimproved land, constitute another new method recently developed. An experiment was made this year in aeroplane photography of crops. Photographs are made of selected areas over a route, and the area of fields in various crops measured by instrument.

Revision is being made of all the Department's estimates of acreage, yield, and production of all the principal crops for the various States back to 1866. Studies are also being made with a view to improving the technic of forecasting, including improvement in the methods of establishing the "pars" used in interpreting condition figures. Correlation studies of the relation of weather to yield are being made with a view to furnishing a better basis for forecasting.

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WISCONSIN'S HAY INDUSTRY

"Improve Wisconsin's Hay Industry" is the subject of an article in the May 22 issue of the Wisconsin Farmer, written by B. B. Jones, in charge of the Market News, Inspection and Standardization work of the Wisconsin State Department of Markets, Madison.

AGRICULTURAL APPROPRIATION BILL PASSES CONGRESS

The following table shows the appropriations for the Federal Bureau of Agricultural Economics, as passed by Congress, for the fiscal year ending June 30, 1925. The table also gives the appropriations for the present fiscal year and shows the resulting increases or decreases. The cost of reclassification in the District of Columbia which becomes effective July 1, 1924, is included in the Appropriation Bill.

Appropriation	:Total 1924 :appropriation :plus :Washington :reclass- :ification	:Amount :carried in bill :as finally :agreed to by :Conferees : 1925	:Increase to :or Decrease :from :1924 :appropria- :tions
Statutory Salaries.....	\$1,137,236	\$1,100,073	: -37,163
General Expenses:	:	:	:
Administrative Expenses.....	37,933	37,933	:
Farm Management)	:	:	:
Cost of Production).....	296,367	275,000	: -21,367
Marketing & Distributing)	:	:	:
Farm Products.....	524,628	549,628	: +25,000
Crop and Live Stock Estimates):	:	:	:
Foreign Competition & Demand):	409,960	409,960	:
Market Inspection of)	:	:	:
Perishable Foods.....	279,020	333,000	: +53,980
Market News Service.....	708,580	682,480	: -26,100
Total Gen'l. Expenses.....	2,256,488	2,288,001	: +31,513
Enforcement of U.S. Cotton)	:	:	:
Futures Act & U.S. Cotton...:	153,530	185,000	: +31,470
Enforcement of U.S. Grain)	:	:	:
Standards Act.....	542,403	550,000	: + 7,597
Administration U.S. Warehouse Act:	137,720	186,500	: +48,780
Enf. of Standard Container Act...:	5,000	5,000	:
Completion of Wool Work.....	13,240	11,290	: - 1,950
Total.....	4,245,617	4,325,864	: +80,247
Center Market.....	178,900	178,900	:
Grand Total.....	4,424,517	4,504,764	: +80,247

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CIRCULAR GIVES COSTS OF MARKETING NEW JERSEY PRODUCE IN PHILADELPHIA

Results of the survey of the costs of marketing New Jersey produce in Philadelphia, has been printed by the New Jersey State Bureau of Markets, Trenton, as Circular No. 71. Frederick V. Waugh conducted the survey.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the week:

S. 3423, by Senator Shephard, to establish a landschaft system of rural credit in the United States.

H. J. Res. 274, by Mr. Oliver of New York, directing the President to decrease the tariff rates on farm implements and farm essentials.

H. J. Res. 275, by Mr. Sinclair, authorizing the President to call an international conference of representatives of agriculture and farmers' organizations.

Bills upon which action was taken:

The Conference Report on the Agricultural Appropriation bill has been adopted by both Houses. It now goes to the President for signature.

H. R. 7113, by Mr. Haugen, establishing a Bureau of Dairying in the Department of Agriculture has been signed by the President.

H. R. 9559, the Deficiency Bill, by Mr. Madden, which includes an appropriation of \$50,000 for the purpose of carrying out the provisions of Public No. 114, "an act authorizing the Department of Agriculture to issue semi-monthly cotton crop reports...." has been reported out of the House Committee without amendment, Report 907.

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NEW JERSEY MARKETING SPECIALIST RESIGNS POST TO ENTER TRADE

Douglas S. Dilts, Crop Grade Specialist with the New Jersey State Bureau of Markets, Trenton, has resigned from the State service to enter a mercantile business. During the several years Mr. Dilts was connected with the New Jersey Bureau of Markets, he aided in establishing and promulgating several of the standard grades for New Jersey farm products.

Kenneth Hankinson, now in charge of the Bureau's cooperative marketing activities, will head up the crop grade activities this year.

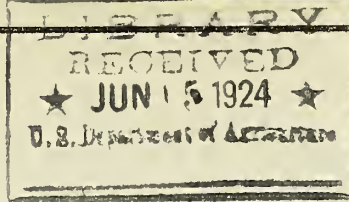
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PRINCIPLES AND PROGRESS OF COOPERATIVE MARKETING

"Principles and Progress of Cooperative Marketing," the subject of the speech which Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics, made before the recent annual meeting of the Chamber of Commerce of the United States, has been mimeographed. Copies of the address may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



June 11, 1924.

Vol. 4, No. 24.

NORTH DAKOTA'S GRAIN ELEVATORS BEING STUDIED.

A study is being made of the organization and business practices of farmers' elevators in North Dakota by the North Dakota Agricultural College, Agricultural College, N. D., with the cooperation of the Federal Bureau of Agricultural Economics. It is proposed in this three-months study to make a careful and thorough economic analysis of the business practices of local grain elevators, giving special attention to hedging, financing, price policy, selling, cleaning and mixing, sidelines, and accounting practices.

Data will be gathered by means of personal visits and by prepared schedules. Accurate and detailed information will be secured from approximately 150 farmers' elevators regarding, (1) Form of organization, (2) Methods of buying and storing grain, (3) Methods of selling grain, (4) Sidelines, (5) Value of business, (6) Financial methods, and (7) Management.

Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, is directing the work for the college.

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COSTS OF MARKETING STRAWBERRIES IN MISSOURI BEING STUDIED

A study is being made of the costs of marketing the strawberry crop now being harvested in Missouri, by the Missouri College of Agriculture, Columbia. Two research workers are visiting the local strawberry marketing associations in nine counties, collecting information regarding the local costs of receiving, grading, packing and shipping the berries, together with the terminal costs of marketing the crop. The quality of the fruit and its relation to the use of fertilizers, especially phosphate, will also be studied. All these facts, carefully classified and compared, will be used subsequently for the assistance of the growers and their marketing organizations.

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MISSISSIPPI NOW HAS A SHIPPING POINT INSPECTION SERVICE

Shipping point inspections are now available to Mississippi fruit and vegetable growers and shippers through a cooperative agreement recently entered into by the Federal Bureau of Agricultural Economics and the Mississippi State Department of Agriculture, Jackson.

PENNSYLVANIA FARMERS TO SELL PRODUCE FROM ROADSIDE STANDS

Fruits and vegetables produced on many Pennsylvania farms will be sold from roadside stands during the coming summer, according to the State Bureau of Markets, Harrisburg. Numerous farmers will use this method of marketing for the first time. Suggestions regarding the conduct of roadside markets have been made by the State Bureau, as follows:

"Such a business can only be developed successfully through satisfied customers. Graded products, attractively packed and displayed, are the foundation on which a permanent business must be built. Most of the successful roadside stands have acquired customers through the recommendation of patrons who have been satisfied with previous purchases.

"Prices should be set somewhere between the return that the farmer receives at wholesale and the prices prevailing at stores in nearby towns and cities. Freshness and uniformity of product will do much to bring back customers, providing prices are reasonable.

"Customers should understand that all of the receipts at a roadside market are not profits. Aside from the costs of production, returns should at least be sufficient to cover cost of packing and the time of the person who is selling the produce. The larger the daily sales, the lower the expense of selling per package.

"The wider the variety of products offered on the stand, the greater will be the inducement to the purchaser to patronize it. More customers mean more sales and therefore more profits to the farmer."

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EUROPEAN DELEGATION TO CONFER ON UNIVERSAL COTTON STANDARDS

Representatives of the cotton associations at Liverpool, Manchester and Bremen are being sent to this country to meet with cotton specialists of the Federal Bureau of Agricultural Economics, June 16, to consider problems in the preparation of the universal standards for American cotton. The delegates are coming at the invitation of Dr. H. C. Taylor, Chief of the Bureau, who is now in Europe and who has been conferring with different cotton associations regarding the application of the universal standards. The conferences will be conducted by Lloyd S. Tenny, Assistant Chief of the Bureau, and Arthur W. Palmer of the Division of Cotton Marketing.

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RADIO MESSAGES FROM COMMISSIONERS OF AGRICULTURE

Radio messages from Commissioners of Agriculture and Chambers of Commerce Secretaries, in the various States, to the wholesalers, retailers and consumers of New England concerning the tie that binds each State to the New England business man and consumer, will be published by the Massachusetts Division of Markets, Boston, in "Current Affairs," the weekly magazine of the Boston Chamber of Commerce. The messages will later be broadcast from the Edison Electric Light Station, WTAT, Boston.

TO STUDY FARMERS' ATTITUDE TO MARKETING

A three-months study of the social aspects of the selling side of farm activities is to be made cooperatively by the University of Minnesota, St. Paul, and the Federal Bureau of Agricultural Economics. In order that a better understanding may be had of farm social psychology, the study will be made in regard to the proper geographical and social area for the organization of the ultimate marketing unit and the extent to which control of local marketing, central marketing, and in some cases even retail marketing, shall be vested in the farmer. A field survey will be made of typical areas representing population groups, systems of farming and the like in eight or ten representative counties in the State. Each farmer will be asked if he favors the plan of farmer or private-middleman ownership in control of local and central selling facilities. In addition, information will be obtained as to the farmers' history, nativity, occupational history, tenure history, economic and social practices, farm organization history. The purpose of the latter information is to determine the relation between the farmer's environment and his attitude towards marketing activities.

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NEWARK, N. J. EMPLOYS A CITY MARKET DIRECTOR

A city market director has been appointed in Newark, N. J., to supervise the marketing activities in that city, particularly the big farmers' market which has recently been established. The need for such an official in every large city is being recognized by municipal authorities and the Newark commissioners, after finding out that the market would not run itself, decided to employ an experienced business manager to head up the project. Corbet McCarthy, a former department-store executive, is Newark's new director of city marketing and is now working on plans to make the farmers' market a real asset to Newark homes.

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OKLAHOMA TO HAVE SHIPPING POINT INSPECTION THIS YEAR

State-Federal shipping point inspections are to be made in Oklahoma this year for the first time, in accordance with a cooperative agreement signed by the State Market Commission, Oklahoma City, and the Federal Bureau of Agricultural Economics. Inspections will start about June 16 and will be available to shippers of potatoes, cucumbers and cantaloupes.

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MICHIGAN MARKETING MAN RESIGNS

Hale Tennant has resigned as director of the markets department of the Michigan Agricultural College, East Lansing. Mr. Tennant's resignation will not take effect until January 1, 1925.

INSTRUCTION GIVEN IN MICHIGAN IN USE OF U. S. WOOL GRADES

Instruction in how to use the United States official wool grades was given at the two-day school held at the Michigan Agricultural College, East Lansing, June 5 and 6, by the State Extension Service, with the cooperation of the Federal Bureau of Agricultural Economics. The school was attended by two county agent leaders, the sheep extension specialist at the College, and by county agents and prominent wool growers in the principal producing counties of the State. G. T. Willingmyre, Specialist in Wool Marketing and Standardization, Federal Bureau, conducted the school, giving lectures and demonstrations in the value of determining the various factors that enter into the grading of wool.

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SUMMARY OF NEW YORK'S SHIPPING POINT INSPECTION SERVICE

A total of 1,475 cars of potatoes and cabbage was inspected at shipping points in New York State during the 1923-24 season, according to a statement recently issued by the State Bureau of Markets, Albany. The potato inspections amounted to 1,050 cars and the cabbage inspections to 425 cars. Of these numbers 849 cars of potatoes and 343 cars of cabbage were certified as meeting the requirements of the U. S. Grade No. 1. The total fees collected from the State-Federal inspection service amounted to \$5,903, of which sum 25 per cent was paid to the Federal Government according to the cooperative arrangement under which the work was conducted.

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STATES COOPERATE IN HAY STANDARDIZATION WORK

Arrangements for cooperation in the Federal hay standardization work will be made with the State colleges of agriculture in Louisiana, Texas, Oklahoma, and Arkansas, by W. H. Hosterman of the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics. Mr. Hosterman is now visiting a number of points in those States, making investigations in connection with standards for alfalfa, Johnson grass and prairie hays. He will also stop at Auburn, Ala., to confer with the State Extension Service regarding the cooperative work on Johnson grass standards now in progress there.

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LARGE FORCE NEEDED FOR GEORGIA PEACH INSPECTION WORK

Approximately 80 inspectors are being employed for the shipping point inspection work on Georgia peaches, according to Robert Bier of the Federal Bureau of Agricultural Economics, who is supervising the work. Mr. Bier estimates that 8,000 cars of peaches will pass State-Federal inspection within the next eight weeks.

SCREENINGS AS FEED FOR LIVESTOCK DISCUSSED IN NEW CIRCULAR

A mimeographed circular entitled "Screenings as Feed for Livestock," prepared jointly by the Bureau of Animal Industry and the Bureau of Agricultural Economics, has just been issued by the United States Department of Agriculture. The circular in nine pages of text and three illustrations summarizes the spring wheat dockage situation and gives the feeding value of dockage when fed to sheep, cattle, hogs, and poultry. The summary gives a dozen reasons why screenings should be separated on the farm and fed to livestock. Copies of the circular may be obtained from the Office of Grain Investigations, Federal Bureau of Agricultural Economics, Washington, D. C.

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WISCONSIN PUBLISHES NEW BULLETIN ON EGG MARKETING

The Wisconsin Department of Markets, Madison, has just issued a bulletin on "Market Eggs" which is to be used in the campaign being carried on in the State for the improved marketing of Wisconsin's thirty-three million dollar egg crop. The Department has an egg candling order which requires that all eggs be candled before shipment and a candling certificate placed in every case. The Department enforces this order by placing several traveling inspectors in the field who check up on the work of the shippers. Prosecutions are resorted to where flagrant violations of the candling order are discovered.

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REGULATION ISSUED GOVERNING SALE OF APPLES IN CALIFORNIA

Regulatory Announcement No. 12, governing the packing, inspection and sale of apples under provisions of the California Standard Apple Act, as amended and approved May 26, 1923, has just been issued by the State Department of Agriculture, Sacramento. By virtue of the authority vested in the Director of Agriculture, under the provisions of the California Standard Apple Act, these rules and regulations went into effect May 1, 1924, and will remain in effect until amended or superseded by rules and regulations hereafter made by the Director of Agriculture. These rules and regulations must be complied with in addition to the terms of the act itself.

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MARKETING OF CALIFORNIA CITRUS FRUITS DESCRIBED IN NEW BULLETIN

"Organization and Development of a Cooperative Citrus-Fruit Marketing Agency" is the subject of Department Bulletin No. 1237, just published by the United States Department of Agriculture. The bulletin which is a comprehensive study of the California Fruit Growers' Exchange and similar organizations, was written by A. W. McKay, Specialist in Agricultural Cooperation, and W. Mackenzie Stevens, formerly Associate Marketing Specialist, Federal Bureau of Agricultural Economics.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions upon which action was taken:

The Agricultural Appropriation Bill, for the fiscal year ending June 30, 1925, was signed by the President June 5, 1924.

H. R. 9559, by Mr. Madden. The Conference Report on the Deficiency Bill carrying the item of \$50,000 for the semi-monthly cotton reports failed to pass the Senate. This work is being carried on, however, under the regular funds and a deficiency appropriation will be requested when Congress reconvenes.

S. 3459, by Senator Bursum, to encourage and promote the sale and export of agricultural products grown within the United States, was reported out of Committee with amendment, report 795.

S. 2803, by Senator Glass, regulating within the District of Columbia the sale of milk, cream and other certain milk products, passed the Senate June 5.

H. R. 8981, by Mr. Brand of Ohio, to establish standards for loaves of bread, was reported out of the House Committee without amendment, Report 990.

S. 3327, by Senator Smith, providing for the cooperative marketing of agricultural commodities, was reported out of the Senate Committee without amendment, Report 776.

H. R. 7034, by Mr. Winslow, establishing in the Bureau of Foreign and Domestic Commerce of the Department of Commerce, a foreign commerce service of the United States was defeated in the House. The Ketcham Bill, H. R. 7111, expanding the work of the Department of Agriculture in gathering and giving out information about agriculture in foreign countries, failed to pass the Senate.

S. J. Res, 107, by Senator Smith, declaring agriculture to be the basic industry and instructing the Interstate Commerce Commission to adjust freight rates on such commodities at the lowest rates compatible with transportation service, passed the House, June 6.

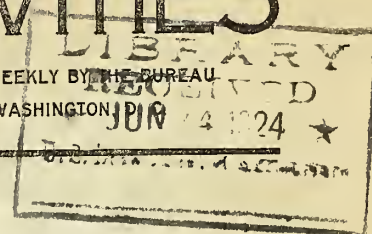
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STRAWBERRY INSPECTIONS TO BE MADE AT NEW YORK SHIPPING POINTS

Members of the Hudson Valley Fruit Exchange, N. Y., have requested shipping point inspection on strawberries this season, according to the New York State Bureau of Markets, Albany. Inspections will be made at two points, Highland and Milton, and State-Federal certificates issued. The work is expected to start about June 16.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON



June 18, 1924.

Vol. 4, No. 25.

EXPANSION TO BE MADE OF COTTON MARKET NEWS SERVICE

The cotton market news service of the Federal Bureau of Agricultural Economics is to be expanded and improved in order to give cotton growers and members of the industry current information on market conditions and prices. Expansion of the service to cover the entire Cotton Belt, is in response to a widespread demand from cotton growers, dealers, goods manufacturers, and bankers, who regard the reports of great value because of their accuracy and unbiased viewpoint.

The news reports will be disseminated by mail, telephone, telegraph and radio. The mail reports will be issued each Monday and will give receipts at the primary markets, prices, exports, market conditions and other information. A feature of the service will be the giving of information on cotton seed and cottonseed products.

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MARKET REPORTS ON SWEETCORN TO BE ISSUED FROM TEXAS

Because of the growing importance of sweet corn as a marketable commodity, the Texas Radio Market News Service, Austin, is planning to disseminate reports on receipts and jobbing sales. This will be the first year that such reports were ever compiled, J. Austin Hunter, State Market News Specialist, advises. Contrary to the usual custom, no mimeographed report will be issued on this commodity, the cooperative service relying entirely on the newspapers of the State to supply the information to loading station operators and the terminal market trade of the larger cities of Texas. Texas sweet corn, packed in pre-cooled bushel baskets and under refrigeration, went as far east as New York last year. Six cars were unloaded in Philadelphia during the months of June and July.

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NEW YORK PLANS TO HOLD A SUMMER SCHOOL IN MARKETING

A special two-weeks summer school for teachers in the secondary agricultural schools and colleges of New York is being planned by the State Department of Education, with the assistance of the State Bureau of Markets, Albany. The school will be held during August. The entire time will be devoted to a presentation of the theory and method of marketing farm products.

WISCONSIN'S RADIO MARKET NEWS PROGRAM

Six market reports are now being broadcast daily from the radio station which the Wisconsin Department of Markets, Madison, operates at Stevens Point. The permanent call letters of the station are WLBL. The daily program is as follows:

- 8:45 a.m. - Estimated receipts of livestock from South St. Paul and shipping point information on potatoes.
- 9:45 a.m. - Weather forecasts for Wisconsin. Opening grain markets and repeating information given at 8:45.
- 10:45 a.m. - Chicago and New York egg and butter markets. Chicago and Wisconsin cheese markets. Chicago potato market.
- 11:45 a.m. - Complete livestock market from Chicago.
- 12:30 p.m. - Complete summary of all the above listed reports and in addition Chicago and New York butter and egg futures, other potato markets and miscellaneous crop reports. Milwaukee butter, egg and livestock markets.
- 1:45 p.m. - Poultry, hay and grain markets from Chicago.

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PENNSYLVANIA COAL COMPANIES NEED HAY INSPECTION

As proof of the need for hay inspection in Pennsylvania, G. A. Stuart, of the State Bureau of Markets, Harrisburg, with the Federal Hay Inspector at Philadelphia, recently checked up on 40 carloads of hay stored in the warehouses of the collieries in Pennsylvania's hard coal fields. The hay was purchased as No. 1 Timothy. Inspection, however, disclosed that none of the hay met the requirements of the No. 1 grade. Three per cent graded No. 2 Timothy; 48 per cent was No. 3 Timothy; 21 per cent was sample grade Timothy, containing 30 to 40 per cent foreign material; and 28 per cent was No. 3 heavy mixed grasses. A large amount of the hay came from New York State and Canada.

"A new market for hay shippers in this State will be created," said Mr. Stuart, "if the collieries will purchase their hay by grade. Then the State Bureau of Markets will place an inspector in the coal region to inspect each car and see that the hay measures up to the specifications."

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KANSAS RADIO COLLEGE AWARDS FOUR HUNDRED DIPLOMAS

Four hundred diplomas were awarded June 1 to farmers and members of their families who successfully passed written examinations covering courses broadcast from Kansas State Agricultural College, Manhattan, during the ten-weeks short course conducted by the Extension Division. The curriculum of this "College of the Air," the first of its kind ever offered, included agriculture, home economics and engineering.

So popular has this form of extension teaching become that many additional farmers have indicated an intention of purchasing receiving sets by next fall, should the College announce another radio short course.

HAY STANDARDIZATION PROGRAM PROGRESSES

In connection with the hay standardization program of the Federal Bureau of Agricultural Economics, E. C. Parker of the Hay, Feed and Seed Division, and H. H. Whiteside, Division Supervising Hay Inspector in Chicago, are now making an investigation of the grading methods used in Minneapolis and St. Paul in the marketing of prairie hay. They are also discussing cooperative investigations on prairie hay grades with the Experiment Station of the University of Minnesota. Before returning to Washington, Mr. Parker and Mr. Whiteside will assist the Wisconsin Department of Markets in holding a series of meetings in connection with the establishment of a shipping point inspection service for hay in that State.

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STUDY MADE OF THE OPERATION OF FARMERS' ELEVATORS

A preliminary report has just been made of the study of the operation of farmers' elevators, which was conducted jointly by the University of Minnesota and the Federal Bureau of Agricultural Economics. The object of the study was to show the weaknesses of farmers' elevators and to bring out the underlying causes of the weaknesses. The material for the study was secured from annual audits of over 100 elevators covering the marketing seasons 1917-18 to 1923-24. Copies of the mimeographed report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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ASSOCIATIONS TO COOPERATE IN ESTABLISHMENT OF FEDERAL BEAN GRADES

Cooperation in the establishment of Federal grades for dry beans has been pledged by the Rocky Mountain Bean Dealers' Association at Denver, the California Bean Dealers' Association at San Francisco, and the California Lima Bean Growers' Association. The State Bureau of Standardization, Sacramento, is interested in a bean standardization and inspection program and will promulgate State grades identical with those to be established by the Federal Government.

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TO STUDY COOPERATIVE ORGANIZATIONS IN MICHIGAN

J. T. Horner, Associate Professor of Economics, Michigan Agricultural College, East Lansing, is planning to make a study this summer of the various cooperative organizations in Michigan. He will visit the associations personally and study their methods of organization, how they are financed, their difficulties and successes, the products handled and the volume of business.

CURRENT RESEARCH IN AGRICULTURAL ECONOMICS IN MIDDLE WESTERN STATES

A preliminary review of current research studies in agricultural economics in the Middle Western States has been made by the Midwest Agricultural Economics Research Council with the cooperation of the Federal Bureau of Agricultural Economics, and the results published in a mimeographed circular. The various studies are classified according to States, and also by subjects. The States included in the list are, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin. Studies of the Federal Bureau of Agricultural Economics are also listed.

The studies included in the review come under the following subject classifications: Farm Organization and Cost of Production; Agricultural Cooperation; Agricultural Finance; Tenancy and Land Problems; Marketing; Prices; Farm Population and Rural Life; Grading and Standardizing; and Miscellaneous.

Included in the review is a statement regarding the organization of the Midwest Agricultural Economics Research Council, and a list of the members. Copies of the mimeographed report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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SUMMARY OF TEXAS WATERMELON SEASON FOR 1923 FAVORABLY RECEIVED

Much favorable comment has been received regarding the summary of the Texas watermelon season of 1923, according to a statement made by the Texas Radio Market News Service. The twenty-page summary gives detailed tables of the carlot movement, by States, and the weekly average price received in jobbing markets of the country for Texas offerings during the shipping season. It lists 77 counties in Texas as shippers of watermelons the past year and reports a total movement of 5,315 cars from 179 Texas shipping points. Among the interesting features of the summary is an outline map of Texas indicating the five major "deals" of the State. Joint authors of the summary are W. D. Googe, local representative of the Federal Bureau of Agricultural Economics at Ft. Worth, and J. Austen Hunter, State Market News Specialist, Markets and Warehouse Department, Austin.

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CIRCULAR ISSUED ON THE MARKETING OF EGGS

In connection with the campaign to standardize eggs and market them on a quality basis, which the Federal Bureau of Agricultural Economics is conducting, a mimeographed circular entitled "Produce and Market Quality Eggs" has been prepared and distributed by the Division of Dairy and Poultry Products. Fifteen statements worthy of the careful consideration of poultry producers are contained in the circular, copies of which may be obtained from the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, Washington, D. C.

MINNESOTA COMPILES QUESTIONS AND ANSWERS TO MARKETING SUBJECTS

Questions and answers on marketing subjects have been compiled by the Extension Division of the University of Minnesota, St. Paul, and published in a 43-page booklet. The questions and answers are those given at the annual extension conference held at the University last November. Specific questions coming from the floor were frankly discussed by persons especially selected for the purpose. Answers to the questions relating to various marketing subjects were given by the following persons:

- General - Professor O. B. Jesness, University of Kentucky.
- Milk - H. P. Leonard, Manager of Twin City Milk Producers' Association.
- Butter - H. F. Meyer, Manager of Butter Sales Department, Minnesota Cooperative Creameries Association.
- Livestock - J. S. Montgomery, Manager of Cooperative Livestock Commission Company.
- Eggs - W. J. Corwin, Manager of State Poultry Marketing Campaign, The Farmer.
- Wool - R. E. Jones, Minnesota Cooperative Wool Marketing Association.
- Wheat - G. C. Jewett, Manager of American Wheat Growers', Associated.
- Potatoes - S. G. Rubinow, Organization Manager, Minnesota Potato Growers' Exchange.

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REPORT ISSUED ON THE HANDLING OF CORN FOR HIGH GRADES

"Handling Corn for High Grades" is the subject of a mimeographed report recently published by the Federal Bureau of Agricultural Economics. Recommendations of several investigators who have made a study of the problem of how to handle corn on the farm so as to assure a high grade are given in the report, copies of which may be obtained from the Grain Division, Federal Bureau of Agricultural Economics, Washington, D. C.

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WHY SOME FARMS PAY OUTLINED IN WISCONSIN BULLETIN

"Why Some Farms Pay" is the title of Bulletin No. 364, just published by the Experiment Station of the University of Wisconsin, Madison. The study was made by P. E. McNall, Associate Professor of Agricultural Economics, in cooperation with the Wisconsin State Department of Markets, and the Federal Bureau of Agricultural Economics.

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POTATO MARKET REPORTS BEING ISSUED FROM ELIZABETH CITY, N. C.

Market reports on potatoes are now being issued from Elizabeth City, N. C., where a temporary station was opened June 6, by the Federal Bureau of Agricultural Economics. This station will be operated until about June 28.

EXAMINATION ANNOUNCED FOR JUNIOR MARKETING SPECIALIST

An examination for Junior Marketing Specialist has just been announced by the United States Civil Service Commission for July 9 and 10. Vacancies in the Bureau of Agricultural Economics, U. S. Department of Agriculture, will be filled from this examination at entrance salaries of \$1,860 a year. Under the classification act of March 4, 1923, advancement in pay may be made without change in assignment up to \$2,400 a year. Examination will be given in the following optional subjects: (1) Marketing Grain, Hay, Feed, or Seed, (2) Marketing Fruits, Vegetables, and Miscellaneous Products, (3) Marketing Livestock and Animal Products, (4) Marketing Dairy Products, (5) Marketing Poultry and Eggs, (6) Marketing Wool, (7) The Economics of Marketing, and (8) Foreign Competition and Demand.

The duties of appointees will depend somewhat upon their personal qualifications and upon the needs of the service at the time of appointment. In general, the duties may in each instance include any or all of the following: For the first six optional subjects, duties of appointees will be principally with the market news service of the Bureau of Agricultural Economics, in the collection and compilation of information concerning shipments, receipts, and prices in producing sections and in the larger markets, in the preparation and distribution of market reports and in investigations in the methods and costs of marketing. Appointments will be made under the seventh subject for service in connection with any part of the work of the Bureau in which there may be demand for the qualifications of particular applicants. Duties of appointees taking the examination in foreign competition and demand will be to assist in studies in connection with foreign agricultural competition and the foreign demand for agricultural products of the United States.

Competitors will be rated on geography, agricultural and commercial; on practical questions on each optional subject chosen; on a thesis submitted on the day of examination; and on education, training and experience.

Applicants must have had a high-school education or have completed at least 14 units of high-school work, and, in addition, must have graduated from a college or university of recognized standing. For each year lacking of the college degree applicants may substitute a year of experience in a position or positions clearly tending to qualify them for work under the optional or optionals in which they desire to be examined.

Further information regarding this examination may be obtained from the U. S. Civil Service Commission, Washington, D. C.

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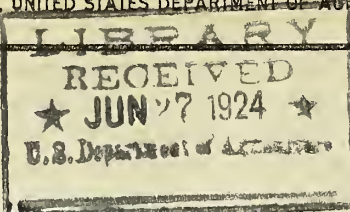
U. S. SHIPPING BOARD REQUESTS FEDERAL GRADE INSPECTION OF MEAT

The U. S. Shipping Board has requested the Federal Bureau of Agricultural Economics to inspect on grade the meat purchased for the Idle Fleet laid up in the vicinity of San Francisco. Arrangements are now being made to establish this new inspection work under the direction of W. E. Schneider, in charge of the Bureau's livestock and meat market reporting work at San Francisco.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 25, 1924.



Vol. 4, No. 26.

DRAWBACKS IN MARKETING PENNSYLVANIA'S WHEAT CROP

Too many varieties of wheat, lack of uniformity in milling, and the consequent preference of bakers for a Western-milled flour, are the principal handicaps that the Pennsylvania wheat grower must overcome when he puts his wheat on the market, according to the Pennsylvania Bureau of Markets, Harrisburg. After making an investigation of the method in which wheat grown on Pennsylvania farms has been marketed during the past three years, G. A. Stuart, in charge of the grain standardization work of the State Bureau, believes that the production of this essential crop will not return maximum profits to the Pennsylvania producer until certain conditions, characteristic of the present marketing system, are corrected.

The principal marketing factors that are now operating against the Pennsylvania wheat grower's interests, Mr. Stuart found to be as follows:

1. Farmers are growing too many different varieties of wheat to give uniform results in milling.
2. Millers are not paying a premium for quality and are not buying by grade or storing by grade or by texture. Consequently they are not milling a uniform flour for bread or for pastry.
3. Because uniform flour is not being milled, bakers turn away from the flour made from Pennsylvania-grown wheat and purchase their supplies from the large mills in the Middle West.
4. Since bakers do not use the Pennsylvania-milled flour, this flour must find a market in the export trade or be shipped to other States, as a large percentage of the population in Pennsylvania uses baker's bread. Lacking uniformity, the Pennsylvania flour is sold to European countries or to States whose people demand a cheap flour. It therefore brings a low price and indirectly affects the market price of Pennsylvania-grown wheat.

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EGG GRADING PROGRAM IN MISSOURI PROGRESSING SATISFACTORILY

Buying eggs on a graded basis in Missouri is going forward in a substantial manner and on a State-wide scale, according to the State Marketing Bureau at Jefferson City. Although it is not claimed that all dealers and buyers are adhering to the buying program fostered by the Marketing Bureau and the Federal Bureau of Agricultural Economics, enough of them are doing so in all parts of Missouri to put the practical results of such a program within the observation of practically every egg dealer and producer in Missouri.

NEVADA ADOPTS U. S. GRADES FOR A NUMBER OF FRUITS AND VEGETABLES

The U. S. grades for potatoes, Northern-grown onions, Bermuda onions, head lettuce, rough celery, cauliflower, cabbage, asparagus and peaches, have been adopted as the official grades for Nevada, under authority contained in the Fruit and Vegetable Standardization Act passed by the last session of the Nevada Legislature. In addition, State grades have been promulgated for cantaloupes, honey, grapes, alfalfa hay and alfalfa meal.

The grading and standardization work in Nevada comes under the supervision of S. C. Dinsmore, State Sealer of Weights and Measures, Public Service Department, University of Nevada, Reno. The Standardization Act confers upon the State Sealer of Weights and Measures authority to fix and promulgate, as the official standard for the State for any agricultural product or container, those standards which have been promulgated or recommended by the United States Department of Agriculture. In the absence of Federal grades, the State Sealer of Weights and Measures is given authority to promulgate and fix standards or grades, after investigation and public hearings have been held for the consideration of such standards for any agricultural product or container.

State-Federal inspections at shipping points are available to Nevada fruit and vegetable shippers, under the terms of an agreement between the State Sealer of Weights and Measures, and the Federal Bureau of Agricultural Economics.

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MILK MARKETING STUDY MADE IN NEW YORK STATE

What consumers pay for milk, in comparison with the prices paid for the same milk by wholesale dealers, in nine New York State cities, is shown in a report recently published by the New York State Department of Farms and Markets, Albany. The study also includes three cities in Massachusetts and four cities in Pennsylvania. The average retail price in all the cities during 1923 was 13 1/2 cents a quart.

New York cities included in this study are, New York, Buffalo, Rochester, Syracuse, Albany, Binghamton, Utica, Troy and Schenectady. Of these, the lowest retail price was in Buffalo and the highest in New York City, while the lowest spread between wholesale and retail prices was in Rochester and the highest in Albany.

The report also shows that the number of dealers per thousand population ranges from .06 in New York City to 1.85 in Troy and that it is smallest in the cities such as Rochester, Buffalo, Binghamton and New York where sanitary requirements are most strict. It is also shown that in these four cities where extra sanitary requirements are in force, the average dealer's margin or spread is no greater than in cities where requirements are more lax.

Because of differences in size, character of population, etc., the report points out that the various cities studied are in some respects not strictly comparable and that the data given are intended merely to serve as the basis of further and more detailed studies to determine the reasons for some of the variations shown by this preliminary survey.

MARKETING QUESTIONS TO BE CONSIDERED BY WISCONSIN COOPERATIVE COUNCIL

The relation between the success of cooperative enterprises and the consumer's purchasing power was the subject of the main discussion at the recent meeting of the Wisconsin Cooperative Marketing Council, held in the offices of the State Department of Markets, Madison. At the next meeting of the Council, consideration will be given to the following questions:

1. To what extent will increased efficiency and cooperation remove the bad effect of surplus production on the industries of this nation?
2. Why is it that the extensive development of cooperative marketing has had no influence on the basic problems of overproduction facing the farmer?
3. Can cooperative marketing achieve what its leaders hope for if measures are not taken to prevent the periodical recurrence of glutted markets?
4. Why is the demand for farm products as well as other products almost continually below the supply of such products?
5. Why does the farmer's cost of production almost constantly exceed the returns which he is able to realize on his labor and his investment?
6. What, if anything, can be done by the state and the nation to create a demand for farm and other produce that shall absorb the supply of such produce?
7. What is the effect of our present system of taxation, both state and national, upon agriculture and upon the demand for agricultural products and is it possible to make a change in these systems that will improve the agricultural situation?

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INTERPRETATION OF NEW YORK APPLE GRADING LAW UNDER CONSIDERATION

The question of change of interpretation of the New York apple grading law, especially in regard to color, was discussed at a recent meeting of fruit growers in Western New York, called by B. D. Van Buren of the New York State Department of Farms and Markets, Albany. The particular point under discussion was whether the present interpretation that good color means any shade of red, should be changed to require a definite percentage of good red color. The meeting went on record as favoring the Federal color requirements for fancy grade and the use of these color requirements as the basis of their "A" grade which requires one-third good color. With the adoption of a definite percentage of good red color on apples, the color required on "A" grade Baldwins would be reduced to approximately 17 per cent, but this amount of good red color would be required instead of the former 25 per cent of any shade of red.

Mr. Van Buren is now considering the proposed changes and will announce the decisions of the Department of Farms and Markets within a few days.

Apple growers in this section of the State expressed a deep interest in shipping point inspection in New York this fall and it is likely that this service will be offered at least in an introductory way.

OHIO WANTS WOOL-GRADING SHORT COURSE

The need of instruction in the use of the United States official wool grades is felt by Ohio extension workers. H. C. Ramsower, Director of Extension, Ohio State University, Columbus, has requested that the two-day wool grading course, which the Federal Bureau of Agricultural Economics is offering to extension workers engaged in wool grading and marketing, be made available to the four livestock specialists and four county agent leaders of the Ohio Extension Service. It is probable that G. T. Willingmyre, Specialist in Wool Marketing and Standardization, will give the course at Ohio State University during the first part of August.

Mr. Willingmyre recently gave a similar course of instruction at the Michigan Agricultural College.

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NEW JERSEY NOW HAS A FEDERAL HAY INSPECTION SERVICE

Federal hay inspections are now available in New Jersey, according to an agreement recently signed by the New Jersey State Bureau of Markets, Trenton, and the Federal Bureau of Agricultural Economics. Guy E. Mayo of the State Bureau of Markets, who took the course in hay grading at the Federal Bureau's Hay Laboratory last spring, has been licensed as a Federal hay inspector with headquarters in Trenton. With Federal inspectors already located at Philadelphia and New York, who are available for inspections at points near those cities in New Jersey, and Mr. Mayo midway between them at Trenton, Western shippers are now assured of being able to obtain Federal inspection on hay at almost any time in the large consuming hay territory in the central and northern part of New Jersey.

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MISSOURI WANTS A SPECIFIC STANDARDIZATION LAW

The Missouri State Marketing Bureau, Jefferson City, is planning to have a bill introduced in the Missouri Legislature next January giving the State Bureau full authority to establish standard grades and containers for all agricultural products and to provide for shipping point inspection service thereon. Although the Attorney General of Missouri has recently ruled that sufficient authority for such work is now granted in the present Marketing Bureau law, it is deemed advisable to amplify and make more specific the authority of the State Marketing Bureau of Missouri in this field of activity.

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MARKET REPORTS TO BE ISSUED FOR NEBRASKA POTATO SHIPPERS

With the opening of the Nebraska potato shipping season, market reports will be issued by the Federal Bureau of Agricultural Economics from Kearney, Nebr., July 15 and will continue until about August 23.

EGG AND CREAM GRADING FEATURED IN MISSOURI MARKETING BULLETIN

Three recent issues of the Missouri Marketing Bulletin, the semi-monthly publication of the Missouri State Marketing Bureau, Jefferson City, have been devoted to special emphasis of the approved methods of marketing eggs and cream. One issue of the Bulletin on eggs sets forth the egg grading and buying program recommended to all producers and dealers in Missouri by the State Marketing Bureau. A copy of the buying grades recommended by the Federal Bureau of Agricultural Economics was conspicuously set up in the middle of the front page of the Bulletin. Information on the proper handling and care of eggs was also given. The second Bulletin was devoted entirely to the care and efficient marketing of butterfat. The third Bulletin illustrated with cuts the right way to pack eggs for shipment.

The Missouri Bulletin has a circulation among 55,000 Missouri farmers.

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INDIANA COUNTY AGENTS VISIT U. S. DEPARTMENT OF AGRICULTURE

Thirty-two county agricultural agents from Indiana made a four-day tour of the United States Department of Agriculture, this week, studying the various phases of work conducted by the Department, particularly that of the Bureau of Agricultural Economics. Conferences were held at which the activities of the Bureau were explained by Division leaders and the visitors were told how they can make more use of the services which the Bureau has to offer.

En route to Washington, the Indiana extension workers were escorted through the States by the Divisions of Extension of Ohio, Pennsylvania, and Maryland.

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AGRICULTURAL ECONOMIC SURVEY TO BE MADE IN GEORGIA

Arrangements for an agricultural economic survey in the vicinity of Macon, Ga., are being made by H. T. Crosby, of the Federal Bureau of Agricultural Economics. This survey will be similar in character to other surveys made in representative sections of the country to determine to what extent production meets the consumptive demand in a particular locality.

Before returning to Washington, Mr. Crosby will assist in the organization of a farmers' curb market at Little Rock, Ark.

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HAY INSPECTION WORK TO BE EXTENDED IN THE SOUTH

Arrangements for Federal hay inspection at Richmond, Va., Raleigh, N. C., and Columbia, S. C., are being made by K. B. Seeds of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, who is now in those States discussing the inspection work with officials of the State Departments of Agriculture.

C. L. CHRISTENSEN TO HEAD FEDERAL WORK ON AGRICULTURAL COOPERATION

Chris L. Christensen has recently been appointed Agricultural Economist in the Federal Bureau of Agricultural Economics, to be in charge of the Division of Agricultural Cooperation. Since January, 1921, the work of this Division has been under the direction of Lloyd S. Tenny, Assistant Chief of the Bureau. Pressure of administrative duties necessitated Mr. Tenny to give up the immediate supervision of the Division.

Mr. Christensen is a graduate of the University of Nebraska, and has had one year of post-graduate work at the University of Copenhagen, Denmark, and the Royal Agricultural College of Denmark, and has just completed one year's work at the Harvard Graduate School of Business Administration. While in Copenhagen, Mr. Christensen made a study for the Bureau of agricultural cooperation in Europe. He was also located in the Washington offices of the Bureau for a short time assembling material on agricultural cooperative organizations.

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AGRICULTURE IN THE UPPER DANUBE BASIN SET FORTH IN BULLETIN

"Agriculture in the Upper Danube Basin" is the subject of Department Bulletin No. 1234, recently published by the United States Department of Agriculture. This bulletin, prepared by Louis G. Michael of the Bureau of Agricultural Economics, is the first in a series planned to present an agricultural survey of Europe. The past, present, and possibilities for the future, for agriculture in the upper Danube Basin are described by Mr. Michael, who made a first-hand study of the situation. Copies of the bulletin may be obtained from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

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CONFER ON MARKETING PROBLEMS IN MASSACHUSETTS AND CALIFORNIA

J. D. Willard, Director of Extension, Massachusetts Agricultural College, Amherst, and W. R. Camp, Associate Professor of Rural Institutions, University of California, Berkeley, recently visited the Washington offices of the Federal Bureau of Agricultural Economics, to confer with Bureau specialists regarding marketing problems in their respective States.

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MARYLAND FARM STATISTICS ISSUED IN NEW BULLETIN

Maryland farm statistics have been compiled by J. S. Dennee, Agricultural Statistician, and issued as Bulletin No. 32, by the Extension Service of the University of Maryland, College Park, Md. The bulletin contains a comprehensive summary of the agriculture of Maryland in statistical form.